

Email Address: arnel.313922@2freemail.com

Date of Birth: October 11, 1973

Visa: Visit Visa

* **U.A.E. Driving License Holder**

**OBJECTIVE:**

To secure an appropriate position this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional atmosphere that requires resilience, discipline and hard work.

**PERSONAL ATTRIBUTES:**

* Ability to create and maintain effective business relationship with customer.
* Ability to work in flexible hours
* Hardworking, perseverance in work related problems, punctual, enthusiastic.
* Ability to communicate professionally with clients and close deals. Loyal, Trustworthy, calm and good listener to understand clients need clearly.
* Positive Thinking and result oriented
* Highly motivated person.

**EMPLOYMENT HISTORY:**

**Dunia Finance – Abu Dhabi, U.A.E.**

**Relationship Officer**

**March 07, 2016 – July 02, 2016**

1. Executed all aspects of customer relationship management successfully.
2. Responsible to drive profitable revenue and volume growth to their portfolio.
3. Manage and anticipate client requirements, customer engagement, needs analysis and consultation.

**Provincial Government of Pangasinan – Philippines**

**Provincial Board Member’s Office – Casual Staff**

**JULY 01, 2013 – NOVEMBER01, 2015**

**Abu Dhabi Commercial Bank – Abu Dhabi, U.A.E.**

**Consumer Loans Dept. – Sales Officer**

**FEBRUARY 2008 to MAY 2011**

1. Responsible for achieving monthly sales target.
2. Maintain & develop good relationship with customers through personal contact or meetings or via telephone.
3. Exhaust every possible means to deliver, if not exceed, assigned monthly sales target.
4. Interacts with existing customers to increase sales of the banks products and services.
5. Identified customer needs and recommended investment products to optimize revenue potential.

 **ACHIEVEMENTS with Abu Dhabi Commercial Bank:**

1. ***AUGUST 2008*** awarded as ***2nd highest number of units*** in the multi-product – Abu Dhabi.
2. ***MARCH 2009*** awarded as ***Sales Champion*** for achieving the highest number of units in the multi-product – Abu Dhabi.
3. ***APRIL 2009*** awarded as ***Sales Champion*** for achieving the highest sales of personal loan units - Abu Dhabi.
4. Successfully achieved my monthly targets.

**Provincial Health Office – Province of Pangasinan, Philippines**

**Administrative Aide I**

**December 1998 – July 2007**

1. Assigned in giving medicines as prescribed by the physician.
2. Assigned in receiving/releasing supplies and medicines.
3. Assigned as one of the First Aid Staff in every Events conducted by the province.
4. Designated as Clinic Manager – responsible for the daily operations of the health facility.

**Zuellig-Parke Davis – Manila, Philippines**

**Medical Representative**

**June 1997 – November 1998**

1. Ensures that all Medical practitioners are encouraged to actively and routinely prescribed, endorse, dispense and recommend my products to the greatest possible number of patients.
2. Reports all important activities of competitors to prompt actions and reactions to neutralize competitive moves.
3. Prepares and submits Daily Coverage reports, Itinerary Reports and monthly reports.

**EDUCATION:**

**Bachelor of Science in Nursing**

1991 – 1995 University of Pangasinan- Dagupan City, Philippines