**Jesus**

**Jesus.336923@2freemail.com**

**CAREER OBJECTIVE**

Seeking for a position in a company, where I can utilize my creativeness and analytical skills.

**WORK EXPERIENCE**

1. **Samsung Electronics**

October 2011 – December 10, 2016

*Position:* **Sales Merchandiser Samsung Promoter (Carrifour – Sharjah City Center)**

***Duties and Responsibilities:***

* Selling Samsung Laptops, Mobiles and Tablets (Emax,E-city, Plug-ins, Carrifour)
* Monthly inventory of IT products and accessories and reporting stocks, achievement of may sales
* target
* Able to help the customers find what they want
* Display and merchandise the Accessories and item every day
* Fully aware of security issues concerning stock in relation to shoplifting, leakage and theft.
* Experience of working in a commission based sales environment.
* Able to maintain high standards of display and visual merchandising to ensure the store is well presented.
* Ready and able to work individually or within a team environment.
* Good with manners and able to use modern computerized equipment and specialist retailing software.
* Able to promote a store and its products through effective marketing activities like leafleting and etc..
* Able to accurately describe a products features and benefits to a customer.
1. **EROS Group (Samsung Electronics)**

September 12, 2009 – September 2011

*Position:* **Sales Merchandiser**

***Duties and Responsibilities:***

* Selling Samsung Laptops and Tablets
* Able to help the customers find what they want
* Display and merchandise and make good Gondola display
* Fully aware of security issues concerning stock in relation to shoplifting, leakage and theft.
* Experience of working in a commission based sales environment.
* Able to maintain high standards of display and visual merchandising to ensure the store is well presented.
* Ready and able to work individually or within a team environment.
* Good with manners and able to use modern computerized equipment and specialist retailing software.
* Able to promote a store and its products through effective marketing activities like leafleting and etc...
* Able to accurately describe a products features and benefits to a customer.
1. **ELECTROWORLD Philippines Corporation**

March 2006 – September 9, 2011

*Position:* **Retail Sales Coordinator / Product Specialist**

***Duties and Responsibilities:***

* Selling all electronics and gadgets like desktop computer, laptop, printer, camera, mobile, mp3, etc….
* Receiving delivery, Display, Stock Inventory, Customer Queries and Service Repair
* Maximizing store revenue by suggesting upgrades insurance and add-ons to customers
* Processing returns and refunds as required in line with company procedures
* Responsible for the stores security including being its key holder.
* Using the stock management system log, check, locate and move stock both in and out of the store.
* Ensuring that all areas are clean and adhere to the company’s policy and safety requirements.
* Making sure that any item display is replaced immediately after sale.
* Handling customer complaints in a calm manner
* Able to help the customers find what they want
* Fully aware of security issues concerning stock in relation to shoplifting, leakage and theft.
* Able to accurately describe a products features and benefits to a customer.
1. **SONY Philippines Corporation**

August 2005 – January 2006

*Position:* **Sales Promoter**

***Duties and Responsibilities:***

* Selling Sony Home Entertainment like LCD, LED, Home Theater, Component, etc…
* Able to help the customers find what they want
* Fully aware of security issues concerning stock in relation to shoplifting, leakage and theft.
* Experience of working in a commission based sales environment.
* Able to maintain high standards of display and visual merchandising to ensure the store is well presented.
* Ready and able to work individually or within a team environment.
* Good with manners and able to use modern computerized equipment and specialist retailing software.
* Able to promote a store and its products through effective marketing activities like leafleting and etc...
* Able to accurately describe a products features and benefits to a customer
1. **GLOBE Telecom**

August 2004 – December 2004

*Position:* **Team Leader Assistant**

***Duties and Responsibilities:***

* In-charge of selling Globe items, like internet connection, prepaid card, sim cards and postpaid plan.
* Monitor daily, weekly, monthly sales of all agents.
* Conduct product training and orientation to all agents to enhance and to develop their personality in terms of selling and communicating to the customers.
1. **NATIONAL PANASONIC**

September 2000 – March 2001

*Position:* **Machine Operator (First process)**

***Duties and Responsibilities:***

* In-charge of assembling multi functioning printer and fax machine
1. **NATIONAL PANASONIC**

May 2000 – August 2000

*Position:* **Machine Operator (First process)**

***Duties and Responsibilities:***

* In-charge of assembling door for the refrigerator.

**ACHIEVEMENTS**

Samsung Electronics **“KPI Sales Platinum Achiever”**

 UAE January 2015

Samsung Electronics **“KPI Sales Platinum Achiever”**

 UAE January 2014

Samsung Electronics **“Sales Target Achiever”**

 UAE April 2013

 ELECTROWORLD Electronics **“Sales Achiever”**

 Philippines February 12, 2008

 ELECTROWORLD Electronics  **“Best in Desktop Sales”**

 Philippines September 6, 2007

ELECTROWORLD Electronics **“Best in Electronics MP3 Sales”**

Philippines September 6, 2007

ELECTROWORLD Electronics **“Best in Digital Camera Sales”**

Philippines September 6, 2007

**TRAINING**

Samsung Electronics 2016 Sales and Customer Service

 Dubai UAE Excellence

Samsung Electronics 2015 Sales and Customer Service

 Dubai UAE Excellence

Samsung Electronics 2014 Sales and Customer Service

 Dubai UAE Excellence

Samsung Electronics February 13, 2012 Customer Service

 Dubai UAE (How to deal a customer?)

Microsoft Gulf Sept.30 / Oct. 3, 2010 Retail Sales Personnel Training

 Dubai UAE (Hardware and Software)

Microsoct Gulf April 4, 2010 Retail Sales Personnel Training

 Dubai UAE (Hardware and Software)

ABENSON Group July 9, 2008 Professional Retailers Course

 Philippines

ABENSON Group July 16, 2007 Retail Sales Group

 Philippines

EPSON Philippines July 12, 2007 EPSON Stylus & CX-550

 Product Training

SONY Philippines July 6-18, 2005 Promoters Training and

 Assessment Program

**SKILLS**

* Computer Software and Hardware
* Proficiency Computer Literacy
* Sales and Marketing
* Expertise in IT Products and Gadgets
* Flexible to different situations

**EDUCATIONAL BACKGROUND**

**COLLEGE**

 AMA Computer University

 Bachelor of Science major in **INFORMATION TECHNOLOGY**

 May 2005

 AMA Computer Learning Center

 Bachelor of Science major in **Computer Technician**

 March 2000

**HIGH SCHOOL**

 Juan Sumulong Memorial Junior College

 March 1998

**ELEMENTARY**

 National College of Business and Arts

 March 1994

**PERSONAL DATA**

Height : 5’81/2”

Weight : 120 lbs.

Birthday : November 21, 1981

Civil Status : Married

Age : 35 years old

**I hereby acknowledge that all information above is correct.**