

**JOHN**

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**Summary**

Representative salesman in retail sector, throughout career acquire solid understanding of customer expectations, effective sales methods, in-store experience and retail market trends. High energy level, initiative and confidence achieve outstanding sales results.

**Core Competencies Include**

* Good/Effective communication skills.
* Persuasive
* Customer service orientation – stress tolerance, patience and integrity

**Objective**

Seeking a dynamic environment to employ sales skills for growth of organization.

**Professional Experience**

**Nike Stadium Rockwell Philippines**

*Retail Sales Associate/Representative June 1998-2003*

***Key Performance:***

* Assisted and encouraged customers in selecting and purchasing required products in a retail environment.
* Addressed customer’s needs – Advised and helped locate appropriate merchandise.
* Described products feature/benefits and demonstrated usage/operation of products.
* Answered/addressed customers question – provide information concerning specifications, warranties, financing available, maintenance of merchandise and delivery options.
* Arranged display of merchandise in retail store.
* Organized goods exchanges – Repair or alteration of merchandise.
* Coordinated stock inventory and requisition of new stock.

**CROCS Megamall Philippines**

*Retail Sales Clerk 2003-2008*

* Stock shelves, counters or tables with merchandise.
* Set up advertising displays or arrange merchandise on counters or tables to promote sales.
* Stamp, mark or tag prices on merchandise.
* Obtain merchandise requested by customer or receive merchandise selected by customer.
* Answer customer questions concerning location, price and use of merchandise.
* Total price and tax on merchandise purchase by customer to determine bill.
* Accept payment and make change. Wrap or bag merchandise for customers.
* Remove and record amount of cash in register at end of shift.
* Calculate sale discount to determine price.
* Keep record of sales, prepare inventory of stock and order merchandise.
* Keep the showroom clean and orderly.

**Samsung Electronics SM Annex Philippines**

*Store Supervisor*

*2008-2016*

* Manage retail staff, among which includes people working on the floor, and the cashiers
* Make sure pricing is correct
* Evaluate self-on-the-job performance, as well as other staff
* Utilize computers to record sales figures, for data analysis and forward planning
* Organize and distribute staff schedules
* Help, drive, motivate, and encourage retail sales staff to achieve sales targets
* Handle customer complaints, issues and questions

**Education**

**College**

**Bachelor of Science in Nursing**

St. Jude College of Nursing (1991-1992) (1993-1996)

**High School**

Espiritu Santo Parochial School 1987-1991

**Elementary**

Espiritu Santo Parochial School 1981-1987

**Personal Data**

**Birth Date :** December 19, 1973

**Birth Place :** Manila

**Civil Status :** Married

**Nationality :** Filipino

**Language / Dialect :** English, Filipino

**Visa :** Tourist