**JUSTINIANO**  

[Justiniano.338118@2freemail.com](mailto:Justiniano.338118@2freemail.com)

**OBJECTIVE**

Being able to work in a team of people with similar driving factors and impart my experience in the development and growth of a company. And at the same time, I would like to expand and explore my other abilities with a company that promotes career and individual progress.

**PERSONAL PROFILE**

I enjoy meeting and conversing with people of different levels, nationalities and background. I am honest, hardworking and a devoted person. I believe in teamwork and I am always ready to offer help. I am trustworthy, loyal, and flexible, have initiative and can work a minimum supervision.

**PERSONAL DETAILS**

Name : Justiniano

Place of Birth : Manila, Philippines

Gender : Male

Citizenship : Filipino

Civil Status : Married

Interests : Music, cars, motorcycles, electronics, drafting

**WORK DETAILS**

**SENIOR SALES CONSULTANT**

Liberty Automobiles Company L.L.C. (Kawasaki-UAE) 

Dubai and Sharjah

February 10, 2008 – December 31, 2016

* Indoor Sales of motorcycles, PWC, ATV and Side by Side Units.
* Achieve the sales volume/target in the defined product /area and maintain profit margin.
* Conducting vehicle presentations and test drives to prospective customers.
* Exhibits in Gulf Bike Show and other motorcycle events.
* Effective prospecting in the market and increase customer database.
* After sale-call to customer to further build and maintain successful long-term relationship.
* Receive customers, inquiries & respond to them. Convert inquiry into orders and closing the deals.

**Service Attendant** (Barman, cashier, waiter, barista)

EMIRATES LEISURE-RETAIL: LEFT BANK (Lounge Bar and Dining) 

Dubai, UAE

September 6, 2004 – January 10, 2008

* Meeting the guests need and requirements according to the standard of the bar.
* Provides over-all service to the guests – barman, cashier, waiter, barista.
* Responsible for the preparation of food and beverages; stocks and as per ordered.
* Responsible for the inventory of liquors, fruits, juices, tobacco and other consumable items.
* Maintaining the cleanliness of the bar at all times.
* MICROS proficient

**Sales Agent** (Indoor and Outdoor) 

RED SKULL MOTORS

Manila, Philippines

June 10, 2002 – May 20, 2004

* Direct sales of motorcycles – indoor and outdoor.
* Advertising of motorcycle units in the internet, print ads and motorcycle related events
* Demonstrate motorcycles to interested buyers.
* Direct delivery service of sold motorcycle to buyers.
* Performs routine maintenance to motorcycle units.

**Operations In-Charge**

LEDO BAR (Karaoke/Café)

Manila, Philippines

May 23, 2003 – May 20, 2004

* Manage and supervise the bar at all times.
* Meeting the guest needs and requirements according to the standard of the bar.
* Provides over-all service to the guests – cashier, waiter, cook, bartender, dishwasher, driver and entertainer.
* Assisting and helping the guests at any particular time.

**ENGINEERING STAFF (PURCHASER/CANVASSER/STOREKEEPER)**

MIRACLEAN STEAM LAUNDRY AND DRYCLEANING, INC 

Manila, Philippines

Nov 10, 2001 - February 9, 2002

* Responsible for machine maintenance i.e. washer, dryer, extractor, flat ironer.
* Preparation of preventive measures – daily, weekly, monthly, semi-annually, and annually.
* Purchaser and canvasser of machine parts and other electrical needs.
* Organized/ inventory of stocks/ materials used in & out.
* Handling office paper works, secretary cum telephone/fax/photocopy machine operator.
* Reporting directly to the Company’s President, General Manager and Plant Superintendent.

**SERVICE CREW**

JOLLIBEE FOODS CORP. 

Manila, Philippines

October 23, 1995 – March 22, 1996

* Responsible for the preparation of beverages as per ordered.
* Daily inventory of beverages products and readied for distribution.
* Maintaining the cleanliness of the store area.

**EDUCATIONAL ATTAINMENT**

* **Technological Institute of the Philippines (Manila)**  ****

1995 – 2000

**B.S. in Electrical Engineering (GRADUATE)**

* **MERALCO Foundation Institute (MFI)**  ****

2000 – 2001

**Short Course / Industrial Electrician**