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Contact HR Consultant for CV No: 2048010

E-mail: [response@gulfjobseekers.com](mailto:response@gulfjobseekers.com)

Website: <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php>

***Objective***

To secure a responsible position with a progressive firm that will utilize my skills and experience and provide growth opportunities.

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*Experience*

**Telecom July 1,2015 to Nov 22,2016**

**Distribution corp.**

**Dubai-UAE**

**Account Sales Manager**  **January 16 20,13 to Oct 15,2014**

**SAMSUNG MOBILE**/**Satellite Distribution Corp.**

**CWI-South Luzon**

**Account Specialist Aug 03, 2009 to Dec 15, 2012**

**PLDT- SME DEPARTMENT**

**Awards:**

February 2010 Sales Achievement (524%)

First Quarter Runner-up Awardee 2010

Last Quarter 2009 Sales Achievement (191%)

**Duties and Responsibilities:**

* Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs.
* Develop and maintain relationships with clients
* Assist in the development and implementation of marketing plans and strategies.
* Develops clear and effective written proposals/quotations
* for current and prospective customers.
* Makes telephone calls and in-person visits and presentations to existing and prospective customers.
* Participates in the event and conventions.
* Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.

**Cus.Service/ Dealer Agent Coordinator**-July 22, 2007 to Dec 10 ,2008

Philippine Long Distance Telecom. Co. **(PLDT)** Lucena City

Lucena Branch-Retail Department

**Sales Channel Supervision**

Achieve sales volume targets for voice and data in the assigned area through agents, dealers & direct sales channels

**Dealer / Agent Management**

* Recruit, train and retain agents/dealers in selling retail products and services
* Responsible in cascading promotional activities and timely merchandising of trade channels or retail outlets
* Conduct quarterly sales assemblies and business reviews with dealers and agents or as needed.
* Monitor agents’ and dealers’ monthly sales production  
  Formulate and recommend tactical or seasonal incentives to further boost sales.
* Develop & implement retention programs for agents/dealers  
  Create and maintain a database of agents and dealers.

***Job Responsibilities****:*

***Timely/Accurate Commissions Monitoring***

* Responsible in monitoring the timely and accurate release of dealer / agent commissions to sustain high interest and drive to regularly sell PLDT services and products

**Competitive Benchmarking**

* Monitor competitors’ products & activities in the territory
* Conduct weekly trade check
* Plan and implement activities to counteract competition.

**Loss Prevention Dept- Officer/OIC**(Assigned in M1 Branches **Expression Stationery Shop –M1**

July 9, 2006 – May 2007 Olongapo City shopping center

Feb. 21, 2006 – July 8, 2006 Calamba, Laguna shopping center

Feb. 16, 2004 – Feb. 20, 2006 Lucena City shopping center

May 18, 2003 – Feb. 14, 2004 Lipa Batangas Shopping Center

March 18, 2002 – May 17, 2003 Lucena City shopping Center

**Sales Manager** Feb. 15, 2002 – March 14, 200 **Expression Stationery Shop – M1**  Quezon Ave. Ext., Lucena City

**Sales Representative** Dec. 8, 2001 – February 12, 2002

**Mr. Lee Philippines** Quezon Ave., Lucena City

**Senior Sales Staff/In-Charges** July 20, 1996 – November 30, 2001

**Giordano Boutique Philippines** Ocean Palace Mall – Lucena City

## Job Responsibilities:

* Completes store operational requirements by scheduling and assigning employees; following up on work results.
* Maintains store staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.
* Identifies current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements.
* Ensures availability of merchandise and services by approving contracts; maintaining inventories.
* Formulates pricing policies by reviewing merchandising activities; determining additional needed sales promotion; authorizing clearance sales; studying trends.
* Markets merchandise by studying advertising, sales promotion, and display plans; analyzing operating and financial statements for profitability ratios.
* Secures merchandise by implementing security systems and measures.
* Protects employees and customers by providing a safe and clean store environment.
* Maintains the stability and reputation of the store by complying with legal requirements.
* Determines marketing strategy changes by reviewing operating and financial statements and departmental sales records.
* Maintains operations by initiating, coordinating, and enforcing program, operational, and personnel policies and procedures.
* Contributes to team effort by accomplishing related results as needed.

**Service Crew** Jan. 6, 1996 – July 16, 1996

**Jollibee Foods Corporation** Quezon Avenue, Lucena City

## 

**EDUCATIONAL BACKGROUND**

**STI-LUCENA**

CERTIFICATE OF INFORMATION TECH

Lucena City, Philippines- Year Graduated 1997

*I hereby certify that the above information are true and correct to the best of my knowledge and belief.*