# *GILBESTER*

# *GILBESTER.352158@2freemail.com*

***Career Objectives:***

***Seeking a position within an esteemed company, specializing in the field of Marketing, Sales and Business Development, involving high degree of responsibility, offering challenging assignments and an environment which will provide career growth and professional development***

**QUALIFICATIONS AND SKILLS**

* Holder of UAE Driving License
* 6 years of experience in Medical Sales and Marketing
* 2 years of experience in IT Industry Office setting and Sales Support.
* 2 years of experience in Customer Service
* Extensive knowledge and skills about PC's including Windows operating systems, MS Office (Accuracy in typing 95% / 40wpm)
* Knowledge in Adobe photoshop, Corel draw
* Knowledgeable about computer hardware including installation and operation of CD-ROM's modems, printers, scanners and other peripheral equipment.
* Highly team oriented, dynamic, energetic, resourceful and creative

***Key Skills:***

• Team Motivation • Time Management • Team Building • Team Leadership

• Tactical Market Plans • Supervision and Training • Strategic Sales Planning

• Market Expansion • Marketing Strategy • Market Penetration • Networking

**ACCOMPLISHMENTS & TRAININGS**

## **1st Best Salesman in International Brand**

## *Rich and Famous Trading L.L.C - Dubai, U.A.E. (March 2016 to 2017)*

## **Employee of the Year / Employee of the month**

## *AIE College – Pangasinan, Philippines (February 2014 to March 2015)*

* **Tri Access Technology Computer Educational Service**

*Rural Bank Building Poblacion East, Calasiao, Pangasinan (2012)*

* **National Certificate II Computer Hardware Servicing**

*TESDA Technical Education and Skills Development Authority - Philippines*

* **President Gloria Macapagal-Arroyo Award of Outstanding Achievement**

## *Athletics (2003 – 2004)*

**WORK EXPERIENCE**

**RICH AND FAMOUS TRADING (L.L.C), DUBAI, U.A.E. -** March 2016 to Present

***Store in Charge/Sales Executive***

* Acts as Store-in-charge (Dubai Festival City, MOE, Mirdiff City Centre, Sahara Centre)
* Presenting, promoting and selling products using different selling techniques to existing and prospective customers
* Checks inventories and ensures the availability of products to be offered to customers
* Trains and guides newly hire employees on the basics in the art of selling
* Supervises daily sales of assigned store and performs necessary marketing strategy in order to achieve sales quota
* Prepares daily sales report end of business day
* Develop the sales every month
* Plan the monthly quota
* Analyzing the market

**GX INTERNATIONAL INC., PHILIPPINES -** April 2014 to January 2016

***Medical Sales Representative***

* al publications
* Pursue continuous learning and professional develMain role is to liaise with and persuade targeted doctors to prescribe company’s products through effective selling skills and performing presentation such as Product Detailing and Cost-Benefit Analysis in order to achieve monthly sales quota
* Arranges appointment with doctors, pharmacists and hospital medical teams, which may include pre-arranged conferences/meetings
* Builds and maintains positive working relationships with doctors and pharmacists via regular visits and constant communication
* Ensures the doctors will prescribe company’s products
* Builds up the company’s reputation in the targeted territories through execution of impeccable after sales service for existing customers/accounts
* Develops own marketing strategies and selling techniques aside from what the Product Manager instructed but still taking into account company’s policies
* Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors
* Generates new market leads via continual market research and expansion of network
* Monitors competition by gathering current marketplace information on pricing, new/existing products, delivery schedules, merchandising techniques, etc.
* Maintains professional and technical knowledge by attending educational workshops, reviewing accredited professionopment and stay up-to-date with latest medical data
* Forms Monthly Strategy plan and follows through

**AIE COLLEGE CALASIAO CAMPUS, PHILIPPINES –** February 2013 to February 2014

***Marketing Manager***

* Delegates various assignments to each Marketing team
* Trains each Marketing staff about different Marketing Strategies and brainstorms with the team for new ideas and concepts
* Developing strategies and tactics to facilitate interest awareness
* Collaborate with sales and sourcing to develop strategic partnership activities and implement the execution framework and strategic plan on identified opportunities.
* Analyze market trends and recommend changes and business development strategies based on analysis and feedback.
* Decision making in design ads and publications or marketing paraphernalia’s.
* Ensures each team achieves goal which is to convince their client, high school graduates, to enroll to our College
* Boosts Marketing Staff’s motivation and ensure their safety while working

**AIE COLLEGE CALASIAO HEAD OFFICE, PHILIPPINES**

I.T Supervisor **-** February 2012 to January 2013

**TAT COMPUTER EDUCATIONAL SERVICE, PHILIPPINES**

Part time I.T. Instructor –February 2012 to February 2013

**AIE COLLEGE DAGUPAN BRANCH, PHILIPPINES**

I.T. Instructor –June 2012 to June 2014

Student Assistant –June 2010 to June 2012

**MAGIC SALES GROUP OF COMPANIES, PHILIPPINES**

Sales Representative **-** February 2007 to March 2009

**JOLIBEE CALASIAO PANGASINAN BRANCH, PHILIPPINES -** Service Crew – 2003 to 2005

**ACADEMIC BACKGROUND**

**Bachelor of Science in Information Technology**

AIE COLLEGE CALASIAO BRANCH, PANGASINAN, PHILIPPINES

2009-2013

**PERSONAL DATA**

Birthday : September 23, 1985

Gender : Male

Civil Status : Single

Age : 31

Height : 5’11

Weight : 81 kg

Religion : Roman Catholic

Nationality : Filipino