**** ROY

Email:

Roy.352625@2freemail.com

**Education**

1994-1999 Polytechnic University of the Philippines Sta. Manila, Philippines

**Bachelors Degree in ADVERTISING and PUBLIC RELATION**

 **Interests**

Volleyball, badminton, basketball and playing guitar

**OBJECTIVE**

To obtain a challenging position in any company that will fully utilize my acquired expertise in Sales, Marketing and Customer Service and to expand my horizon and attain a great exposure to a higher level that would make me more competitive and experienced individual.

**ABOUT ME**

As I intend to explore the possibility of being considered for any vacant position I am submitting my qualifications to consider.

Should you find this application worth considering, I am very much willing to avail myself for an interview at your most convenient time.

* Multi-awarded professional with 15 years of experience in sales, bancassurance, insurance, marketing, promotion management, financial services and cross-selling and up selling of bank products like credit cards and personal loans.
* Consistently outstanding performance: rank no.1 on last 2006-2007 Area Promotion Managers competition in delivering results versus target.
* Excels in sales, bancassurance, insurances, financial services, public relation, training people, people management, promotion marketing and customer service.
* Strong motivator with a proven track record of successfully managing employees.
* Posse’s people skills and people’s knowledge.
* Licensed Life Insurance Officer of Variable Life Investment Fund such as Equity, Balance and Bond Fund.

**WORK HISTORY**

**Company: (BPLAC) Bpi-Philam Life Assurance Co.**

 **Makati City, Philippines**

**Position:** BANCASSURANCE SALES EXECUTIVE(2009- Sept. 15, 2016)

* Tapped the bank clients and provides life insurance and wealth management solutions to Bank of the Philippine Island or Bpi clients.
* Provides financial health check to the clients in order to prioritize their financial needs.
* Provides long term and alternative investments for the clients using Bpi-Philam Variable Life Insurance Products and Accident and Health Insurance.
* Continuous servicing to the existing policy holders
* Maintain good relationship to the bank officers and staffs.

**Company:** **Equitable Bank/BDO/PELAC**

 **Makati City Philippines**

**Position:** SALES EXECUTIVE (2008-2009)

* Develop customer relationships to achieve assigned Sales and Service objectives / Standards
* Provide acceptable level of service to personal banking customers or preferred banking customer and explore cross sell or up sell during the customer interactions with a view to increase personal banking revenues.
* Identify new to bank personal banking customers and refer leads to other segments in the Bank.
* Ensure to attain up-to-date products and policy process knowledge at all times (including that of campaigns / promotions) and keep abreast of any subsequent amendments.
* Identify Customer needs and proactively deliver quality and unique customer service that will exceed customer expectation.
* Ensure proper documentation, correctness & completeness of all applications / forms.
* Handle correspondence related to service & sales issues.

**Company: Danvil Plans, Inc formerly Berkley International Plans, Inc.**

 **Makati City, Philippines**

 **Position:** AREA PROMOTION MANAGER (2006- 2008)

 Sr. ASSISTANT PROMOTION MANAGER (2005-2006)

 Jr. ASSISTANT PROMOTION MANAGER (2003-2005)

 PROMOTION SUPERVISOR (2001-2003)

 PROMOTION OFFICER (1999-2001)

* Provides general administrative direction, management, supervision and control of the assigned team promotion branch.
* Assist the Vice-President for Marketing in terms of general administration: to develop plans; set goals and targets; allocate and manage resources; plot and implement strategies toward increase production level;
* Ensures and maintains smooth and friendly relationship with mall administration and tenants.
* Successfully graduate for the three major courses provided by the company: EAGLES TRAINING PROGRAM; 1st MANAGEMENT DEVELOPMENT PROGRAM and MANAGEMENT CONTINUING PROGRAM.

**Attended seminars and trainings;**

* 21 IRREFUTABLE LAWS by John Maxwell
* WHO MOVED MY CHEESE conducted by our Vice-President in Marketing
* HOW TO BUILD A CHAMPION TEAM by Coach Chot Reyes
* CORPORATE BUSINESS ETHICS AND INTER-PERSNONAL COMMUNICATION SKILLS TRAINING from ECC International Corporation.