

EUGENE

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# MEDICAL/ PHARMACEUTICAL REPRESENTATIVE, BUSINESS DEVELOPMENT, PRODUCT SPECIALIST HEALTHCARE FIELD

* Innovative and concept builder in terms of sales and marketing strategies
* Expert in the whole UAE marketplace having an experience for about 8 years in business development, including sales management; customer relations and patient care
* Skilled problem-solver with track record in developing and implementing solutions to challenges and turnaround situations like quotation making, volume orders and pricing
* Product development and market analysis, over 6 years management experience handling sales representatives, managing territories and areas of responsibilities.

# KEY AREAS OF EXPERTISE

* Client liaison and relationship management
* Concept building and product organizing
* Business/ Market development
* International/ Local trade
* Analytical – Gather more information and identify key issues
* Communication and Negotiation expert

# PROFESSIONAL EXPERIENCE

 ***Sales Representative,* The Watch House – Al Futtaim Group (Retail)., SD, Aug. *2015 to present.***

* Developed and managed the brands assigned to me
* Forecasted sales and maintained clientele
* Performed daily routine reports
* Completed the task and goal in a specific given deadlines (monthly basis).

***Product Specialist/Medical Representative,* SHERBRO MEDICAL EQUIPMENT*,* SD, *Nov 2013 to Mar 2015***

* Directed sales field and expanded its customer- data base
* Developed, expanded and maintained business with current and new customers
* Developed strong communication network with subject leaders such as consultants/ physicians, staff officers/members, medical centers/hospital managers and pharmacists
* Increased sales productivity

***Product Sales Executive*, HAMLOOL TRADING EST (Veterinary)., SD, *Aug 2011 – Sept 2013***

* Sold veterinarian and hospital animal supplements regularly as assigned by our company
* Assisted and educate customers of how to use our products properly
* Handled some issues and concerns pertaining to product specification
* Top-seller during my time in the company
* Developed good relations towards clients resulting to increased sales production

***Area Sales Manager,* TECHNOSTREAM FzCo (Dental Division)., SD, *Dec 2009 – May 2011***

* Developed and managed the area of responsibility
* Forecasted sales and maintained clientele data base
* Performed and enhanced marketing presentation strategies
* Completed the task and goal in a specific given deadlines
* Created the concept strategy of customer approach

***Sr. Territory Van Salesman, P&G Phils., - Visayas Region SD, Nov 2004 - Oct 2009***

* *Achieved and closed a one-time volume contract during my first 2 months in the company*
* *Developed and increased successively the sales production only in 6 months span of time*
* *Concept builder on how to approach and close deals to the customer*
* *Initiated and organized daily sales call report which was being used by the sales team*

***Medical Sales Representative*, ZUELLIG PHARMACEUTICALS, INC., SD, *May 1998 – Sept. 2004***

***(Handling principal brand – ABBOTT Nutrition)***

* Accomplished and achieved the company’s long-term and short-term sales objectives

***X-ray Technician/ Switchboard Supervisor,* CEBU DOCTORS’ HOSPITAL*, Cebu City, SD, June 1994 – 1998***

* + Patient/ customer care. Monitored and achieved the goal/ function of being a multi- tasking healthcare professional in one.

# EDUCATION

*Bachelor of Science in Radiologic Technology, Cebu Doctors’ University, Cebu City, Philippines*

*Associate in Music and Arts, Battig Music School, Cebu City, Philippines*

# AFFILIATIONS

* + Member, CDU-RTA, Cebu Doctors’ University Alumni Association
	+ Member, EMI (*Entertainment Media Inc*.), Cebu Chapter
	+ Member, VOC (*Voice of Cebu*) – Association of singers and music enthusiasts
	+ Member, PNRC (*Philippine National Red Cross*) – First Aider and volunteer Region VII

I hereby certify that all the details contained herein are true and correct to the best of my knowledge.