

EUGENE.360475@2freemail.com

EUGENE

# MEDICAL/PHARMACEUTICALREPRESENTATIVE,BUSINESSDEVELOPMENT,PRODUCT SPECIALISTHEALTHCAREFIELD

* Innovativeandconceptbuilderintermsofsalesandmarketingstrategies
* ExpertinthewholeUAEmarketplacehavinganexperienceforabout8yearsinbusiness development,includingsalesmanagement;customerrelationsandpatientcare
* Skilledproblem-solverwithtrackrecordindevelopingandimplementingsolutionstochallengesandturnaroundsituationslikequotationmaking,volumeordersandpricing
* Productdevelopmentandmarketanalysis,over6yearsmanagementexperience handlingsalesrepresentatives,managingterritoriesandareasofresponsibilities.

# KEYAREASOFEXPERTISE

* Clientliaisonandrelationshipmanagement
* Conceptbuildingandproductorganizing
* Business/Marketdevelopment
* International/Localtrade
* Analytical–Gathermoreinformationandidentifykeyissues
* CommunicationandNegotiationexpert

# PROFESSIONALEXPERIENCE

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

* Developedandmanagedthebrands assigned to me
* Forecastedsalesandmaintainedclientele
* Performeddaily routine reports
* Completedthetaskandgoalinaspecificgivendeadlines (monthly basis).

***ProductSpecialist/MedicalRepresentative,*SHERBROMEDICALEQUIPMENT*,*SD,*Nov2013toMar 2015***

* Directedsalesfieldandexpandeditscustomer-database
* Developed,expandedandmaintainedbusinesswithcurrentandnewcustomers
* Developedstrongcommunicationnetworkwithsubjectleaderssuchasconsultants/ physicians,staffofficers/members,medicalcenters/hospitalmanagersandpharmacists
* Increasedsalesproductivity

***ProductSalesExecutive*,HAMLOOLTRADINGEST (Veterinary).,SD,*Aug2011–Sept2013***

* Soldveterinarianandhospitalanimalsupplementsregularlyasassignedbyourcompany
* Assistedandeducatecustomersofhowtouseourproductsproperly
* Handledsomeissuesandconcernspertainingtoproductspecification
* Top-sellerduringmytimeinthecompany
* Developedgoodrelationstowardsclientsresultingtoincreasedsalesproduction

***AreaSalesManager,*TECHNOSTREAMFzCo (Dental Division).,SD,*Dec2009–May2011***

* Developedandmanagedtheareaofresponsibility
* Forecastedsalesandmaintainedclienteledatabase
* Performedandenhancedmarketingpresentationstrategies
* Completedthetaskandgoalinaspecificgivendeadlines
* Createdtheconceptstrategyofcustomerapproach

***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*

***MedicalSalesRepresentative*,ZUELLIGPHARMACEUTICALS,INC.,SD,*May1998–Sept.2004***

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

* Accomplishedand achieved the company’slong-termandshort-termsalesobjectives

***X-rayTechnician/SwitchboardSupervisor,*CEBUDOCTORS’HOSPITAL*,CebuCity,SD,June1994–1998***

* + Patient/customercare.Monitoredandachievedthegoal/functionofbeingamulti- taskinghealthcareprofessionalinone.

# EDUCATION

*Bachelor of ScienceinRadiologicTechnology, Cebu Doctors’ University, Cebu City, Philippines*

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

# AFFILIATIONS

* + Member,CDU-RTA, CebuDoctors’UniversityAlumni Association
	+ Member,EMI(*EntertainmentMedia Inc*.),CebuChapter
	+ Member,VOC(*Voiceof Cebu*)–Associationofsingersandmusicenthusiasts
	+ Member,PNRC(*PhilippineNationalRedCross*)–FirstAiderandvolunteerRegionVII

Iherebycertifythatallthedetailscontainedhereinaretrueandcorrecttothebestofmy knowledge.