****Rondel

Rondel.361292@2freemail.com

**Sales Specialist**

Sales Techniques-Relationship Building-Customer Satisfaction

 Highly energetic and self-motivated sales professional with 9 years’ progressive and successful experience in providing primary sales support to the marketing and sales department demonstrated the ability to led sales team and manage multiple responsibilities and a face paced environment with tight deadline has proven record of identifying problems and implementing the innovative solution. Able to bring exceptional result through motivation and empowerment.

**AREA OF EXPERTISEPERSONAL SKILLS**

|  |  |  |  |
| --- | --- | --- | --- |
| * Trade coverage
* Identifying sales opportunities
* Creative Team Leadership
* Merchandising execution
* Strategic Planning
 | * Closing sales
* Product knowledge
* Sales Presentation
 | * Building relationship
* Smart Appearance &

High motivated | * Social skills
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| --- |
| * ***Major Account Manager of the Year Award -*** Recognition of the Outstanding Performance in Fiscal Year 2015-2016
* ***Top Performer Award*** - Outstanding Performance in Year 2015
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**Recent Awards**

**Professional Experience**

**SCANASIA OVERSEAS INC*.* 2go Group-** *Multimillion-dollar shipping lines company with end to end services from Distribution, logistics, Warehousing.Etc.*

**Sales Specialist,** February 16, 2012-October 2016

*Duties:*

• Create and implement sales strategies to meet self and company targets.

• Plan and manage sales activities and campaigns.

• Identify and implement new methods of determining sales growth.

• Prepare and manage sales budgets as directed

• Analyze market trends through research.

• Evaluate market demands and strive to fulfill them.

• Admin worked (data analysis, Historical sales data, inventory management, product trucking, sales performance reports.

• Evaluating competitor activity and developing appropriate responses.

• Attending sales appointments at client’s premises.

• Managing fieldwork training to the support people, sales assistant,sales coordinator and merchandiser

**MANPOWER FOR ADVERTISING SERVICES AGENCY**–*Advertising, direct marketing andcommunication agency*

**Distribution Sales Personnel,** August 2010-February 15, 2012

*Duties:*

• Organized and rendered daily sales report weekly based on a monthly coverage plan.

• Assisted and encouraged customers in selecting and purchasing required new product in a retail environment.

• Described product’s features/benefits and demonstrated

usage/operation of products.

• Sales Target – able to sell the required volume of all categories to all of the accounts.

• Achieved or reached 6 million sales target above per month.

**LF PHILIPPINES INC. (A LI & FUNG COMPANY) FORMER IDS PHILIPPINES**– *Warehousing and distribution*

**Sales Representative,**July 1, 2009-May 31, 2010

*Duties:*

• Accountable for Maintenance and monitoring availability and visibility of stocks per SKU’s per outlet.

• Negotiate entry of newly accredited products per principals

• Responsible for planning and achieving sales target monthly as well as the execution of existing promotional activities per principals.

• Accomplishment of Daily Sales Report (DSR) And Call Sheet Inventory form, per outlet per account

• Negotiate for display allowances, product listing, and product positioning

• Everyday visit of accounts in accordance with the Monthly Coverage Plan

**PRODUCT IMAGE & MARKETING SERVICES INC.**

**Sales Assistant,** February 4,2008-May 31, 2010

*Duties:*

• Proactively acknowledged, greeted and assisted customers in the store.

• Offered customers with exemplary and timely service.

• Provided accurate product information. Served multiple customers, discovered their needs and made recommendations to generate sales.

• Recommended alternative purchase choices.

• Enhanced product knowledge utilizing limited resources.

• Merchandised, stocked and replenished the selling floor constantly.

• Maintained working knowledge of store’s policies and procedures.

• Organized and cleaned store during downtime.

**PRODUCT IMAGE & MARKETING SERVICES INC.**

**Merchandiser,** January 2007 – January 31, 2008

*Duties:*

• Stocked and rotated products regularly

• Display all products on the shelves base planogram.

• Completed Monthly inventory counts

• Recommended, selected and helped locate merchandise based on customer needs and desires.

• follow up orders to the branch handled.

**Technology**

|  |  |
| --- | --- |
| **Software:** | MS Office (Word, Access, Excel, PowerPoint) |

**Education**

SY 2002 – 2006: Divine Word College of Calapan City

Calapan City, Oriental Mindoro, Philippines

College Diploma **– Bachelor of Arts Major in Political Science**

**PERSONAL INFORMATION**

Nationality: Filipino

Date of Birth: July 14, 1983

Marital Status: Married

Visa Status: Residence Visa (under wife Sponsorship but can cancel anytime)

**⚫ Can join immediately and willing to be relocated.**

*Dear Mam/Sir*

*It is with interest that I respond to your any job opening for position. I strongly believe that the skills and abilities I have gained during my previous career make me an excellent candidate for this opportunity. The key proficiencies I possess which relate directly to your job requirements include:*

* *Problem solving ability*
* *Planning and organizing*
* *Team player*
* *Self starter*

*I am convinced that my experience in the previous career field has equipped me with a strong set of valuable competencies that meet your needs. I am eager to combine my previous experience with my passion for new career field in order to work hard and make a meaningful contribution to your organization.*

*I would welcome the opportunity for a personal interview to discuss this further. Please contact me at your earliest convenience to set up a time and date for us to meet.*

*Thank you for your time and consideration and I look forward to speaking with you soon.*