**Edison**

**Edison.364069@2freemail.com**

**PROFILE**

* Experienced in introducing, explaining, and demonstrating new scents and concepts. Dedicated self-starter with excellent communication and persuasive presentation skills. Analytical and affable relationship-builder with ability to identify needs, make fragrance recommendations, and up-sell products.
* 9 years sales and customer service careerreflecting pioneering experience and record breaking performance in store sales from Multi-National Companies in the Philippines.
* Fluent in speaking, reading and writing in English.

**SUMMARY OF QUALIFICATION**

●Qualified as Fragrance Consultant and SUC with attentive and goal oriented qualities to help assisting the customer in the store with eight years of experience working in the area of experience. Able to give brief explanation needed for the customers regarding products in the store and give suggestion to them about the products that will suit them better on what they need.    The other key proficiencies include:

● Customer Service Skill

      ● Verbal & Written Communication

     ● Interpersonal Communication

      ● Dynamic and Motivated

      ● Multitasking Ability

      ● Organizational Skill

      ● Inventory Control

**KEY SKILLS AND COMPETENCIES**

● Strong collaboration, influencing and problem resolution skills

      ● Knowledge of selling techniques and merchandising

      ● Innovative and persuasive

      ● Aware of the latest market trends and up to date on product knowledge

      ● Developing new customers

      ● Excellent after sales service ensuring the customer has had a good experience

      ● Maintaining and demonstrating security, health and safety awareness

      ● A real flair for selling

      ● Ability to work shifts, including overtime and holidays

**PROFESSIONAL EXPERIENCE**

**FRAGRANCE CONSULTANT**

**Rustan Marketing Corporation**

July8, 2011 to March 27, 2017

SM Mall of Asia, Philippines

**Job Description**

 ● Responsible for delivering an outstanding customer service to all customers and to use

 appropriate sales techniques and product knowledge to reach the sales targets

* Accountable for area of responsibility in regard of cleanliness, stock replenishment, handling new launches, activities and promotion of products
* Build and maintain customer relationships in order to build strong loyalty
* Communicate with customers to assess their needs, provide assistance in satisfying those needs and meeting or surpassing customers expectations
* Assist customers in all aspects of service fulfillment and proactively create enhanced shopping experiences through the heightened use of tools, technology and collaboration

**●** Attend product training classes and seminars and ensure proper customer/sales presentation,

organization, storing, and replenishment of stocks

 ● Highly involve in increasing company’s sales profit and revenue by delivering sales based on the

 quota/target required

**SALES UTILITY CLERK**

**Hardware Department**

**City Super Inc.**

May 6,2010 to May 20,2011

Landmark Trinoma, Philippines

**Job Description**

 **●** Promote sales by assisting customers and offering suggestions

 ● Stock shelves, counters, and tables with merchandise

 ● Provide prompt and courteous service to all customers

 ● Responsible for ensuring store appearance is clean and presentable at all times

 ● Loading furniture into customer vehicles

 ● Assemble furniture

**STOCKMAN PROMO**

**Peoplescope Specialists Inc. (LEE)**

April 24,2009 to January 15, 2010

SM Cubao, Philippines

**Job Description**

**●** Accept delivered packages and ensure proper amount is inside

 ● Mark items with identifying codes, such as price, stock, or inventory control codes

 ● Ensure label is clear and visible

 ● Compute price of merchandise

 ● Replenish inventory and stocks

 ● Prepare merchandise for shipment

**SALES UTILITY CLERK**

**Signature lines Inc. (LEVI’S)**

December 5,2007 to December 4,2008

SM Harrison, Philippines

**Job Description**

**●** Greet customers when they arrive at the store and ask if they need assistance

 **●** Suggest upsell items to customers based on the items they have chosen

 **●** Replacemerchandise on the shelves, paying special attention to end caps

 ● Arrange special sale and clearance items at the front of the store for maximum visibility

 ● Build rapport with customers and provide them with genuine guidance and support

 ● Train new sales staff as needed by management

**ACHIEVEMENT**

            Selected as Top 1 in Best Customer Service of the Year 2016

            Successfully exceeding the monthly sales target frequently

            Selected as Best Team in Year 2016

**EDUCATION**

**BSBA Major in Public Administration**

**Universidad de Manila**

Manila, Philippines

2005-2007

**PERSONAL DATA**

Date of Birth: May 06, 1988

Nationality: Philippines

Civil Status: Married

Height: 6’0”

Weight: 72 kgs.

Language Spoken: English, Filipino

Character references will be issued upon request.