JESUSA



BUSINESS DEVELOPMENT MANAGER

Jesusa-392512@2freemail.com

Sales and Business Development Manager with 8+ years experience in generating maximum revenue for the business by exceeding target sales and profit margins. I aim to work in collaboration with the other teams to devise a feasible business budget and implement marketing strategies that will solidify relations by established and prospective clients.





**PROFESSIONAL EXPERIENCE**

**Business Development Manager** Redmen Fire Protection Management



*01/2017 – 05/2019*

*Fire protection and safety services company., from large scale installations of fire prevention, detection and extinguishing systems to the provision of portable fire extinguishers and fire safety products.*

*Achievements/Tasks*

Reports directly to the Division Manager and Managing Director.



Prepare and maintain statistical and analytical reports used in management and decision making.



Develop reports/processes that increase the ability of the



oﬀshore project to eﬀectively and accurately plan acceptable performance results.

**Sales and Customer Relations Team Manager** Virgin Mobile (United Kingdom)



*06/2011 – 12/2016*

*Virgin Mobile is a wireless communications brand used by eight independent brand-licensees worldwide.*

*Achievements/Tasks*

Responsible for overall operations of sales staﬀ and proper financial functions ensuring related policies are adhered to.



Reinforce program's expectation and motivate staﬀ to meet and/or exceed productivity target without aﬀecting the high quality of delivery.



Development of related operational and financial plans and forecasts in cooperation with Team Manager's direct report. Ensure involvement of the staﬀ in analysis by reinforcing program's expectations of their respective performance.



**Sales Executive**



Dell

*10/2004 – 06/2011*

*Dell is an American multinational computer technology company based in Round Rock, Texas, United States, that develops, sells, repairs, and supports computers and related products and services.*

*Achievements/Tasks*

Meet or exceed sales objectives by providing complex solution to meet customer requirements.



Demonstrate a strong sense of business acumen, drive for success and drive for sales closure.



Handled supervisor or escalated calls. Ensure customer's concern is resolved.



Monitoring customer's account and making follow up by calling diﬀerent departments if needed.



**TRAININGS**

Coaching Workshop Team Leader Certification Program

*Acquire Asia Pacific Inc.*

Excel Workshop 1 & 2

*247 Customer Service Philippines Inc.*

Presentation Skills Basic

**KEY SKILLS**



Sales Team Leadership



Territory Management



New Account Development



Relationship Building



Complex Negotiations



Presentations and Proposals



Closing Strategies



Sales Training



Lead Qualification

**EDUCATION**

**Bachelor of Science in Business Management** Philippine School of Business Administration

*06/2001 – 10/2004* *Quezon City, Philippines*

**ACHIEVEMENTS**

Asia Champions League

*Rank #4 Sales Manager across all 45 countries/[programs across Asia Pacific Region*

**SALES EXPERTISE**



Budgeting and Cost Control Lead Generation



Loss Prevention After Sales Service



Key Account Management Staﬀ Development



Client Relations Management

*247 Customer Service Philippines Inc.*