**Garry Van A. Salarda**

**Al Nahda, Sharjah UAE**

Mobile Number : +971526584501

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**OBJECTIVE**

Eager to put best foot forward to learn and develop in sales, working in an environment which is positive and proactive.

### PROFILE

Passionate yet organized sales team-worker with 3 year experience in sales office department. Acquired key skill sets and established sales work values as follows:

* Active learner and effective communicator – Practices good judgment and discretion while working closely with sales managers, firm’s internal departments and customers.
* Outstanding communication skills – Ability to convince while maintaining professionalism.
* Multi-task effectively – Prioritize independently and meet tight deadlines at all costs.
* Equally efficient off and on site.
* Proficiency in computers – Proficient in PowerPoint, Excel and Word.
* With International Driving License

**PROFESSIONAL EXPERIENCE**

**International Marketing Consultant – Real Estate Agent**

Century Properties Group Inc.

Makati City, Philippines

June 2014 to September 2014

* Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.
* Compare a property with similar properties that have recently sold to determine its competitive market price.
* Advise clients on market conditions, prices, mortgages, legal requirements and related matters.
* Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting.
* Prepare documents such as representation contracts, purchase agreements, closing statements, deeds and leases.
* Generate lists of properties that are compatible with buyers' needs and financial resources.
* Advise sellers on how to make homes more appealing to potential buyers.
* Investigate clients' financial and credit status to determine eligibility for financing.
* Inspect condition of premises, and arrange for necessary maintenance or notify owners of maintenance needs.
* Conduct seminars and training sessions for sales agents to improve sales techniques.
* Locate and appraise undeveloped areas for building sites, based on evaluations of area market conditions.

**Medical Sales Representative**

INVIDA Philippines Inc.

Makati City, Philippines

July 2011 to June 2014

*Product Specialist*

February 2014 - June 2014

* Arranging appointments with doctors, pharmacists and hospital medical teams.
* Building and maintaining positive working relationships with medical staff and supporting administrative staff.
* Achieved annual sales targets.
* Monitoring competitor activity and competitors' products.
* Participated in execution of sales strategies.
* Prepare clear sales analysis, as well as sales reports, sales-order status, sales agreements, in-time proposals and presentations.
* Made efficient purchases resale supplies.
* Responsible for timely, accurate quotations and various pro-forma invoices to customers, processing inquires through personal visits, email, phone and fax.

*Product Manager*

February 2013 - January 2014

* Managing the entire product line life cycle from strategic planning to tactical activities
* Specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
* Developing and implementing a company-wide go-to-market plan, working with all departments to execute.
* Analyzing potential partner relationships for the product.

*Territory Manager*

July 2011 - January 2012

* Achieving sales objectives
* Penetrate and develop new business opportunities
* Develop and implement a profitable and geographically comprehensive prospecting initiative, targeting high potential customers
* Finding solutions to customers needs
* Create a strategy to grow the territory by building long term customer relationships.

**Sales Assistant and Customer Service**

Sure Connect Inc**.**

Philippines, Ortigas

April 2011 – June 2011

Sureconnect provides business process Outsourcing, seat leasing, HR, accounting and administrative support and sales and marketing assistance.

* Assisting the Customers.
* Responsible with the paper work.
* Data Entry.
* Follow-up the orders.
* Follow-up the payments.
* Customer Relations after Sales delivery.

**EDUCATION**

Bachelor of Science in Nursing.

Our Lady of Fatima University batch 2011

**MEMBERSHIP/CERTIFICATION**

Member. Philippine National Red Cross

First Aider. Basic Life Support& Advance Cardiac Life Support.

**PERSONAL DATA**

Age : 29 years old

Civil Status : Single

Birthday : September 21, 1985

Birthplace : Angat, Bulacan

Religion : Roman Catholic

Status : Tourist Visa

*Character references available upon request.*