**Gulfjobseeker.com CV No:** **1295178**

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Highly motivated sales and marketingprofessional seeking an opportunity where to expand my deeper communication ability and good organizational skills experience in my next challenging career.

**CAREER BACKGROUND**

**Al Rifai**  Dubai, UAE

August 2013 to February 2014 – Senior Sales Staff

* Builds business by identifying and selling prospects; maintaining relationships with clients.
* Enhances staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members.
* Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
* Sells products by establishing contact and developing relationships with prospects; recommending solutions.

**Cebu Cars Trading** Mandaue City, Philippines

February 2011 to April 2013 - Sales Manager

* Sells used cars by implementing sales plans; supervising sales staff.
* Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
* Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
* Completes national sales operational requirements by scheduling and assigning employees; following up on work results.

**United Coconut Planters Bank** Makati City, Philippines

April 2008 to December 2010 - Direct Sales Representative

* Serves customers by selling products; meeting customer needs.
* Promotes the bank's products and services to existing and prospective clients by utilizing available resources.
* Develops and maintains positive relationships with banking clients through excellent customer service
* Monitors banking industry trends, competitive products, and pricing, that may affect the bank's products and services, in order to update and adjust direct sales solutions for clients.

**Philip Morris Philippines Manufacturing, Inc.** Mandaue City, Philippines

January 2004 to November 2007 - Territory Sales Representative

* Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors. Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
* Focuses sales efforts by studying existing and potential volume of dealers. Submits orders by referring to price lists and product literature.
* Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
* Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.

**Isuzu Philippines**  Mandaue City, Philippines

April 2001 to October 2003 - Sales Executive

* Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
* Sells products by establishing contact and developing relationships with prospects; recommending solutions.
* Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
* Maintains quality service by establishing and enforcing organization standards.

**SEMINAR AND TRAINING**

Customer Service Training

Isuzu Philippines Waterfront Hotel, Philippines

March 2002

Sales Management Program at Cebu Plaza

Isuzu Philippines Cebu Plaza Hotel, Philippines

May 2003

Management and Appraisal for Performance Seminar

Philip Morris Philippines Philippine West Inn Plaza Hotel, Philippines

Defensive Driving Seminar

Philip Morris Philippines Philippine West Inn Plaza Hotel, Philippines

December 2005

National Convention for Sales and Marketing

Philip Morris Philippines Regency Hotel, Philippines

March 2006

**EDUCAT ION**

**Holy Cross of Davao College**

Davao City, Philippines

Bachelor of Arts, Psychology Medical Science

**SKILLS**

* Analytical ability and statistical aptitude
* Strong communication skills
* Ability to grow and maintain client relationships
* Demonstrable drive
* Knowledge in MS word, MS Excel

**PERPONAL DETAILS**

Nationality : Filipino

Date of Birth : 18th February 1978

Marital Status : Married

Language : English, Tagalog