

# Angelica Vicerra Sales Representative

✉ skyriedenver@gmail.com    ☎ +968 97111110    📍 Ballesteros, Philippines

📅 September 4th, 1996    🇵🇭 Philippines    👤 Single

## CAREER OBJECTIVE

Dynamic Sales Representative with over 5 years of experience in exceeding sales targets and building strong client relationships. Looking to apply expertise in sales strategies and market analysis to drive revenue growth and expand the customer base.

## PROFESSIONAL EXPERIENCE

January 2023 –  
March 2024  
Türkiye

### **Eurolab Biotechnology / Pharmaceutical / Clinical Research, Sales**

- Develop and execute sales strategies to achieve targets and expand market share.
- Identify and pursue new business opportunities within assigned territory or accounts.
- Conduct product presentations and demonstrations to prospective clients, highlighting the features and benefits of our products.
- Negotiate contracts and close sales agreements with clients, ensuring alignment with company policies and profitability goals.

January 2022 –  
December 2022  
Tuguegarao,  
Philippines

### **Euromed Laboratories Philippines Inc., Sales Representative**

Representing the brand to customers and selling products or services. It may include asking questions to pinpoint the best offerings, presenting demos or presentations, and maintaining relationships with customers. Communicate with potential leads through a variety of channels, including email, phone, text, and social media.

March 2016 –  
December 2018  
Tuguegarao,  
Philippines

### **The Generics Pharmacy, Receptionist and Cashier Officer**

Ensures that cash payments are collected and change is provided to customers. Ensures that purchases are bagged as needed. Assists customers with a positive customer experience by providing them with friendly and courteous service. Performs cash counts at the beginning and end of their shift.

## EDUCATION

2020  
NORTHERN  
CAGAYAN, Philippines

**NORTHERN CAGAYAN COLLEGES FOUNDATION INC.,**  
Bachelor Degree

## LANGUAGES

English

Tagalog

## SKILLS

### Communication Skills:

- Ability to clearly convey information, listen actively, and engage with customers.

### Customer Service:

Ability to build relationships and provide excellent service to retain customers.

### Technical Skills:

Proficiency with office equipment (e.g., phone systems, computers) and software (e.g., email, scheduling programs).

### Creativity:

Crafting innovative ideas and approaches to engage target audiences.

### Persuasion and Negotiation:

- Skill in convincing potential customers and negotiating terms.

### Problem-Solving:

Handling inquiries, issues, and complaints efficiently and diplomatically.

### Market Research:

Conducting and analyzing research to understand market trends and consumer behavior.

### Organizational Skills:

Ability to manage schedules, handle multiple tasks, and maintain an orderly workspace.

## DECLARATION

I hereby the best of my knowledge and belief and that I have not withheld any information that might reasonably be calculated to adversely affect my suitability for employment

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Philippines