



# Aries Naanod



581987223



ariesbullozinaanod@gmail.com



Dubai, United Arab Emirates



Filipino

## SKILLS

- Customer relations
- Leadership
- Problem-solving
- Customer-focused
- Sales expertise
- Excellent communication skills
- Product demonstrations
- Merchandising expertise

## EDUCATION

**National College of Business and Arts** | *Quezon City*  
1st Year College: Bachelor of Science In Business Accountancy

**Mary The Queen College of Quezon City** | *Quezon City*  
2nd Year College : Bachelor of Science In Business Administration

## PROFESSIONAL SUMMARY

Experienced and customer-focused professional with solid background in sales and customer service. Capable of building strong client relationships and increasing customer satisfaction through tailored communication and problem-solving skills. Committed to driving sales growth by understanding customer needs and delivering exceptional service.

## WORK HISTORY

03/2023 - 11/2024

**Store In-Charge / Merchandiser / Cashier**

**Q K O Foodstuff Trading LLC** | Dubai , United Arab Emirates

- Manage daily and monthly sales report
- Purchase ordering & check invoices
- Displaying items in the shelves by categories
- Promoting and informing clients for new items delivered
- Making presentation for monthly sales report and any suggestions or some improvements.
- Handling customer complaints
- Assisting customer to help them understand the products

01/2019 - 10/2022

**Area Development Officer / Key Account Agent**

**Growsari Enterprise Inc.** | Quezon City , Philippines

- Processing and recording data
- Completing and enrollment through analyzing and auditing documents
- Conducting research on problem and resolving complaints
- Preparing reports from analysis of data
- Compute price and any appropriate discounts and rebates
- Visiting customers in their stores to take orders and check the maximum capacity of their shelves
- Consistency achieving monthly and quarterly sales target
- Generating Daily Sales Report (DSR)

*01/2017 - 01/2019*

**Sales and Customer Service Representative**

**Puregold Price Club | Quezon City , Philippines**

- Updating clients on any new products, programs, or marketing initiatives
- Consistently achieving monthly sales target
- Proactively maintaining communication channels with clients via phone, or face to face meetings
- Accessing company CRM system to access analytics about customers and contracts to create reports
- Onboarding new clients to help them understand the full suite of company products, programs, and services
- Acting as the point of contact if clients have any issues and helping them to work through problems

*06/2016 - 01/2017*

**Sales Assistant**

**SM Hypermarket | Quezon City , Philippines**

- Always maintain effective and efficient customer service
- Assisting customers for their inquiries about the products
- Replenishes stocks on display and ensure availability of stocks in the selling area
- Maintain orderliness of work to ensure a systematic flow of work

*04/2015 - 05/2016*

**Wholesale Clerk**

**Puregold Price Club | Quezon City , Philippines**

- Compute price and any appropriate discounts
- Handling customer complaints
- Prepare contracts and invoices
- Inform customers of shipping dates and any possible delays
- Review order accuracy
- Strives to sell customer and completion
- Strives to sell customer additional merchandise
- Encoding

*01/2012 - 03/2015*

**Cashier / Service Crew**

**Golden Arches Development | Quezon City , Philippines**

- Take customers orders at the counter
- Receive payments and present change to customers
- Make reservations for customers
- Manage the register, including all credit cards and cash operations
- Serve the orders of the customers