

Curriculum Vitae

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Job Objectives

To utilize my skills in sales and merchandising by contributing creativity , strategically promote products , passion for understanding customer preferences and driving innovative strategies that boost market share and ensure outstanding customer satisfaction.

Qualifications:

- Strong understanding of market trends and consumer behavior.
- Expertise in visual merchandising and product placement.
- Knowledge of pricing strategies and competitive analysis.
- Flexibility to adapt to changing market needs.
- Proven ability to meet and exceed monthly quota.
- Customer focused with a proactive approach to get the target market.
- Skilled in analyzing sales trends and adjusting product placement to maximize sales.

Educational Background

Philippine Marine Institute (TERTIARY)

Bachelor of Science in Marine Transportation (2002-2006)

CERTIFICATES & SEMINAR ATTENDED

- Customer Service and Sales Professional
- Food Quality Assurance
- Basic Food Hygiene Attendee
- Train the trainer

LICENSE INFORMATION

License # : 249249

Expiration: August 25,2029

Restriction: Light Vehicle

Work Experience:

Sales/ Merchandiser

Food Category (F.M.C.G.)

Manila Foodstuff Manufacturing L.L.C (U.A.E)

Feb 2023 – Present

- Maintaining daily sales and Field marketing operation.
- Seek new sales account.
- Create route and Collection schedule (Daily).
- Monthly Report on Sales and Marketing.
- Creativity for designing effective displays in all markets.
- Proficiency in creating plans and executing merchandising strategies.
- Effective communication skills for collaboration with sales teams and vendors.
- Achieving sales target consistently (monthly, quarterly and annuals sales goals)
- Ensure accurate and timely order processing, delivery and follow-up with the market.

Store Supervisor

Burger 28 (U.A.E)

September 2021 – February 2023

- Overseeing the daily operations of store make sure it run smoothly and effectively.
- Ensure standards for quality, customer service, health and safety are met.
- Organizing workflow and ensuring that employee understand their duties or delegated tasks.
- Tour the sales floor regularly, talking to colleagues and customer to identify or resolve any urgent issues, response for any customer complaints and comments.
- Analyze sales figures and forecast future sales.
- Manage stock levels and makes key decision about stock control.

Restaurant Team Leader

Saleh Bin Lahej Group of Companies

Chili's Restaurant (U.A.E)

August 2015 – August 2021

- Provide direction, coaching and leadership for all team members(including training,safety,and sanitation and company policies and procedure)
- Ensure completion of all trainee evaluation, by providing honest and effective feedback and settings realistic goals, one on one meeting with team members.
- Understand and teaches all classrooms for their position, according to company standards, including all paperwork's reviewed, graded and filed.
- Communicate effective with guest, trainees, managements and development team.
- Drive restaurant results, Goal achiever and performer indicator, Ensured the accuracy, quantity and high standard of food quality to guarantee guest satisfaction.

Sales Associate
Primer Group of Companies (Philippines)
December 2011 – February 2015

- Ensure high level of customer satisfaction through excellent sales service.
- Assess customer needs and provide assistance and information and product features.
- Maintain in-stocks and presentable condition assigned areas, Accept delivered
- Packages and ensure proper amount is inside, Unload merchandise.
- Remain knowledgeable on products offered and discuss options, Build productivity trust relations with customer.
- Process payment accordingly to customer's choice by cash or visa.
- Replenish, Inventory.

Store Team Leader
Kentucky Fried Chicken K.F.C (Philippines)
December 2010 – December 2011

- Create an inspiring team environment with an open communication culture.
- Motivated colleagues by leading by example and pushing for high level of customer service.
- Trained, mentored, and evaluated new team members.
- Assist manager with special project, duty coverage and supervision.

Merchandiser
SM Hypermarket (Philippines)
January 2010 – December 2010

- Ensure all item are in Good Condition & Organize item from Food to Non-food.
- Provide a friendly environment and maintained outstanding standards.
- Maintains inventory by restocking shelves with the product from inventory observing inventory levels, prompting store manager to reorder when level appear low, arranging for return and credit for damaged product.
- Enhances merchandising and organization reputation by accepting ownership for accomplishing new and different request, exploring opportunities to add value to job accomplishment.

SPECIAL SKILLS

- Highly committed in providing quality services and building client relation.
- Dynamic, Creative, Team player with outstanding training and leadership skills.
- Self-confident, Good communication and collaboration skills.
- Proficient in MS Word, Excel and PowerPoint.
- Proficient in Barter Sales/POS Sale/Cloud System and any Card transaction.