



Seagram Ignacio Collado

CONTACT

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Quezon city



About Seagram Seven

Experienced Executive, in Retail Entrepreneurship, Distribution, Merchandising, warehousing, store planning & design for supermarkets, restaurants, Food & beverages, and Business expansion,

Seagram Collado is highly skilled Retailer with ROBUST 20+ years solid Executive experience in business Strategy, Business Planning, Operations And more, Seagram Contributes Valuable insights to the Industry.

EDUCATION

Environmental Engineering (PCO)
(2018) Short course training
Master Business Administration
Pamantasan Lungsod ng
Manila (2014) - (2016)
Bachelor of Science in Mathematics
Far Eastern University
(2002) - (2003)
BS Mechanical Engineer
Far Eastern University
(1998 – 2002) (shifted to
BS Mathematics)

SKILLS SET

Leadership	*****
Retail	*****
Business development	*****
Business strategy	*****
Management	*****
Forecasting	*****
Operations	*****
Strategic Planning	*****
EQ	*****
Negotiation	*****
Sales management	*****

Work Experiences

- Owner/Asst. General Manager for Operation the Farm House Meat shop
September 2018 – July 2023
- Head of Operations RII Group of companies
August 2017- June 2018
- Senior Supermarket Manager in operations (Dairy farm Philippines) Rustan Supercenters
December 2012 – January 2017
- Department Manager
(Dairy farm Singapore) Cold storage Supermarkets
November 2008 – January 2012
- Store Manager / Trainer, coffee bean & tea Leaf Intl. (Middle East) Opening team
November 2005 – May 2008
- Operation Manager WMRC Enterprise, Ministop convenience store,
October 2001 – July 2005

Areas of Expertise & Accomplishment

- Achieved yearly KPI's yearly 20 to 35% achievement VS Target
- Receives 4th time consecutive KPI's bonuses & profit sharing yearly
- Analyzes supermarket performance metrics to identified areas for improvement, resulting in 10% increase in sales and average transaction value by 4 to 5%
- Lead operations teams in execution of promotional activities and events to increase foot traffic by 15% and 10% sales increase during holiday season
- Invented new technics in inventory management to minimize lost averaging 7 to 10%
- Drove business expansion from the start-up to mid-level status achieved sales growth by 20%
- Developed Business Strategy, for the operation to increase revenue by 15% Monthly
- Contract negotiations and business negotiation with the vendor and suppliers
- Developed operational plan/ blue print to drive business growth by 20% whole business format
- Turnaround underperforming supermarkets and other Businesses into profitable revenue increase by 15 to 20%
- Developed stores, kiosk restaurants, Supermarkets and other businesses format, more than 55 establishments including (upscale supermarkets)
- Developed Perpetual income to a specific Business format
- Experienced in the Importation process, was able to negotiate lower customs duties & taxes
- Achieved P&L Budget VS Target by 10% up monthly performance overall/yearly performance
- Management of P&L performance of entire business formats, achieved 25 to 32% Growth