



# DOMINIC P. AGAPAY

## ABOUT ME

To gain employment in the field of merchandising utilizing my expertise in product development, trend analysis, marketing strategies, customer service relations, and inventory control systems.

I want to succeed in a stimulating and challenging environment building the success of the company while I experience advancement opportunities.

## EXPERIENCE

### ALL DAY SUPERMARKET LLC - STORE MERCHANDISER

(June 2019 – November 2023)

- Monitoring sales and identifying any losses or stock wastage
- Working with suppliers and distributors to negotiate prices and order large volumes
- Collaborate with executives, marketers and salespeople to set prices that are good for the market and profit
- Getting to know the customer base and understanding their motivation and sales drivers
- Reviewing customer feedback to predict sales trends and seasonal stock demand
- Briefing staff on stock display and rotation to ensure every space is optimized
- Researching and monitoring industry trends and consumer behavior to anticipate demand and changes in buying patterns
- Making predictions based on sales data, customer feedback and market trends
- Assessing the effectiveness of different product displays and store layouts on sales figures
- Reviewing competitors, including pricing, profit, marketing and other progress

### TGI FRIDAYS - WAITER

(April 2017 – December 2018)

- Strong organizational and multitasking skills, with the ability to perform well in a fast-paced environment
- Present menu and provide detailed information when asked (about portions, ingredients or potential food allergies)
- Offer menu recommendations upon request • Communicate order details to the Kitchen Staff
- Check dishes and kitchenware for cleanliness and presentation and report any problems •
- Arrange table settings and maintain a tidy dining area
- Attentiveness and patience for customers • Provide excellent customer service to guests

## EDUCATION

**IT (Information Technology  
STI - Naga City - Philippines**

**San Jose National Highschool  
Naga City - Philippines  
Secondary**

## EXPERTISE

- **Management Skills**
- **Working well within a team**
- **Leadership and conflict-management skills**
- **Display Design and Execution**
- **Communication and Customer Service Skills**
- **Strong Understanding of Products**
- **Fluency in English**

## REFERENCES

**Available upon request.**