



SU MYAT NOE

Sales

PROFESSIONAL SUMMARY

Customer-focused, passionate professional energized by effectively communicating with customers and ensuring they have a great experience. Provides exceptional customer service and increases revenues in fast-paced, competitive environments.

WORK EXPERIENCE

Dai-ichi Life Insurance Myanmar

Associate Business Partner (Jan2023 – July2024)

- Responsible for recruiting agents to expand the team to achieve organization common goal.
- Lead a group of team to achieve team targets as well as individual.
- Collaborate with internal team during sales process to achieve benefit to company.

Dai-ichi Life Insurance Myanmar

Financial Planning Executive (Mar2022 - Dec2022)

- Responsible for Financial Planning at Agency Channel.
- Responsible to sell Life Insurance Policy to Individual and Groups.
- Responsible for preparing daily and weekly reports for sales target and submit it to Branch Manager and Business Department Manager.

Builder Mall E-Commerce Construction (Online Sales)

Senior Sales Executive (Nov 2021 - Feb 2022)

- Sell construction materials (water tank, cement, brick, sand, stone etc.) on webpage and outdoor.
- Day to Day Cold Calling and Market visit with Sales Manager.
- Acquired market price lists from sellers twice a week and updated accurate prices to the customers.
- Checked all orders are accurate and delivered the materials to the customer homes on time.

CONTACT



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EDUCATION

- Bachelor of Business Management.
(National Management Degree College) Jan2020
- Bachelor of Art (English)
(East Yangon University) Jan2021

CERTIFICATES

- Group Diploma in Accounting LCCI Level-3 (UK)
(Group Diploma in Accounting LCCI Level-3 UK) Jan2017
- Certificate in Basic Computing (Knowledge Management & Dedication (KMD) Institute) 2015
- V5 Computerized Accounting Course
(National Management Degree College) 2017
- Certificate in English for Professional.
(The Experts English Language Center) 2019

- Certificate in Customer Service Extra Mile.
(Kudos To You Professional Development Academy) 2020
- Certificate in Sales Management (Grab Your Success (GYS) Center) 2020
- Certificate in Japanese Language, N4 level
(Beauty Society Japanese Center) 2021
- Certificate in Professional Selling Skills.
(Strategy First University) 2021
- Certificate in Business English (Strategy First University) 2023
- Certificate in Digital Marketing. (Strategy First University) 2024

SKILLS

- Lead Generation
- Client Management
- Account Management
- Sales Strategies
- Product Knowledge
- Market Analysis
- Team Building
- CRM System
- Negotiation Skills
- Presentation Skills

REFERENCE

Mu Tina (Channel Head)
Dai-ichi Life Insurance Myanmar
Email : mu.tina@daiichilife.com.mm
Phone : +95 976 542 4522

May MyinThu Khaing (Assistant
Regional Sales Manager)
United 9 Myanmar Company Limited
Email: maymyintthukhine2@gmail.com
phone: +95 978 047 4742

United 9 Myanmar Company Limited Senior Sales Executive (Jan 2020 – Oct 2021)

- Develop sales strategies to increase revenue and market share
- Create business plans to achieve sales targets and expand market presence
- Maintain and build relationships with existing and potential customers
- Analyze customer data and evaluate sales performance
- Monitor competitors' activities, analyze market trends, and identify new opportunities

Coca Cola Pinya Beverages Myanmar Sales(Internship) (Oct 2019- Nov 2019)

- Assign project (Debt Minimization) with Regional Sales Manager and Report to Sales Director.
- Daily cash collection report Regional Sales Manager to know when the collections were overdue.
- Deliver and tracking of stock, availability and display in retail and wholesales shop.
- Collect orders from shops and update documents and sales records.

Nielsen Myanmar Marketing Research & Development (MMRD) Myanmar (Oct 2018 – Feb 2019) Freelance Market / Product Surveyor

- Communicate with customers to get the products information and feedback via door-to-door services as well as on call.
- Prepare feedback questionnaires for the site survey and assist in product training.
- Analyzing data based on the results of customer's feedback and conduct desktop research.
- Report daily activities to the Consumer Insight Manager

LANGUAGE

- Burmese
- English