



## CIPRIANO PALISOC SOLIS

AL SATWA DUBAI, UNITED ARAB  
EMIRATES

### Personal Data



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Dubai, United Arab Emirates

### AREA OF EXPERTISE

- Sales
- Customer Service
- Operator
- Agricultural Worker
- Scada Operator
- Analytical thinking
- Negotiation skills
- Problem Solver
- Time management
- Information Management
- Organizing and Planning
- Attention to detail
- Stress Tolerance
- Reliability

## Curriculum Vitae

### PROFILE SNAPSHOT

Conscientious Worker, Integrity with Dedication” , with ability to focus on solutions, proactive and work under pressure, always challenging current procedures Dynamic, results driven strategies with record of achievement and demonstrate success while providing visionary sales in highly competitive markets. Demonstrated ability to work in fast-paced complex, high-pressure environment where initiative, analytical skill and maturity. Ability to anticipate and develop effective and timely solutions is essential. Career is characterized by a work ethic emphasizing dedication, loyalty, Integrity and hard work.

### OBJECTIVES

To succeed in an environment of growth and excellence and earn a job which provides me a career satisfaction and self-development and help me achieve personal and organization goals.

### PROFESSIONAL CAREER HIGHLIGHTS

- Sales achievement with Marketing Strategy applied to an organization, Analysis and convincing power thoughts results to a great achievement of Sales.
- Excellent in Interacting with customers
- Can handle and supervise a working team.
- Good communicating and persuasion skill
- High motivation & able to make conversation politely
- Familiar with major customer service software, conflict resolution
- Help customer and merchants identify services/product that suited their needs.
- Remain courteous and calm even during moments of customer dissatisfaction

### CERTIFICATES/ELIGIBILITY

CERTIFICATE HOLDER OF IOSH (MANAGING SAFELY)  
CERTIFICATE HOLDER OF EHSEC  
CERTIFICATE HOLDER OF FIRE WARDEN COURSE  
CERTIFICATE HOLDER OF FIRST AIDE WITH CPR COURSE

## Working Experiences

### **SALES ASSOCIATE (MSM INTERNATIONAL CARGO LLC) DUBAI, UNITED ARAB EMIRATES OCTOBER 2022-UP TO PRESENT CAREER DESCRIPTION**

- Generating leads and contacting cargo potential customers
- Pitching services and negotiating sales prices
- Demonstrating services to the customer and answering any questions
- Building relationships with customers and ensuring their satisfaction
- Meeting or exceeding sales goals and objectives set by leadership

### **SALES ASSOCIATE (ALLWIN BALIKBAYAN CARGO LLC) DUBAI, UNITED ARAB EMIRATES DECEMBER 2016-JUNE 2022 CAREER DESCRIPTION**

- Generating leads and contacting cargo potential customers.
- Pitching services and negotiating sales prices.
- Demonstrating services to the customer and answering any questions.
- Building relationships with customers and ensuring their satisfaction.
- Meeting or exceeding sales goals and objectives set by leadership.

### **SCADA OPERATOR (ROYAL GARDENS AGRICULTURAL CONTRACTING CO.)) ABU DHABI, UNITED ARAB EMIRATES NOVEMBER 2014-OCTOBER 2016 CAREER DESCRIPTION**

- Responsible for monitoring and controlling various processes and systems, including industrial machinery, power grids, and water treatment plants. Using specialized software and equipment to ensure that these systems are operating efficiently and safely.
- Monitor and control SCADA systems to ensure proper functioning
- Identify and troubleshoot any issues or abnormalities in the system
- Collaborate with other departments to implement changes or upgrades to the system.
- Ensure compliance with safety and regulatory standards.
- Generate and analyze reports on system performance.
- Provide training and support to other employees on the use of SCADA systems.
- Perform routine maintenance on SCADA equipment and software.
- Stay up-to-date on advancements in SCADA technology and make recommendations for improvements.

### **AGRICULTURAL WORKER (ROYAL GARDENS AGRICULTURAL CONTRACTING CO.) ABU DHABI, UNITED ARAB EMIRATES FEBRUARY 2010-OCTOBER 2014 CAREER DESCRIPTION**

- Planting, inspecting, and harvesting crops by hand or with machinery.
- Irrigating farm soil and maintaining ditches, pipes, and pumps.
- Operating and servicing farm machinery and tools.
- Applying fertilizer or pesticide solutions to control insects, fungi, and weeds.
- Moving plants, shrubs, and trees with wheelbarrows or tractors.

#### **PERSONAL DATA**

Date of Birth: August 03, 1976  
Place of Birth: Malasiqui, Pangasinan  
Gender: Male  
Nationality: Filipino  
Language: English, Filipino

#### **ACADEMIC QUALIFICATION**

ASSOCIATE IN COMPUTER SCIENCE  
PHILCST, PHILIPPINES (APRIL 1999)

IOSH MANAGING SAFELY  
PSSP-ABU DHABI, UNITED ARAB

#### **Character Reference provided upon request**

I am looking forward to having a position at your organization, I assure you that I will do my duties to the best of my abilities and I hereby certify that the above information is true and correct.

- CIPRIANO PALISOC SOLIS