

Bing Rodrigo Lacanaria



PROFESSIONAL SUMMARY

Effectively promotes products and increases revenue by connecting with customers and recommending target offerings. Organized, adaptable and knowledgeable about preparing displays, merchandising shelves and assisting customers. Drives loyalty with friendly and skilled support.



ADDRESS

502 Hatan Tower, Al Barsha 1, Dubai, United Arab Emirates



PHONE

00971-543419131



EMAIL

bingrodrigolacanaria@icloud.com

EDUCATION

Electronic Technician

NCST Senior High and College, Philippines June 2013 – April 2014

Secondary Education

Malinao Highschool, Philippines, June 2007-April 2011

EXPERIENCE

Stall and Market Salesperson | Swiss Yachts Dubai
Dubai, UAE, March 2023 - present

- Maintain a positive attitude and focus on customer satisfaction in a fast-paced environment.
- Achieving established goals
- Strong negotiation and persuasive skills to close deals and secure new business opportunities
- Strong knowledge on service we have and offer alternative, in case not available to meet customers need.
- Provide a good customer service.

Stall and Market Salesperson | Don Vapes Trading Electronic Cigarettes/LLC
Abu Dhabi, UAE, February 2021 - February 2023

- Established online presence to support market sales.
- Consistently met and exceeded sales targets, staying abreast of marketing competition.
- Maximized business potential by providing excellent customer service and ensuring client retention.
- Helped resolve client problems quickly with superior customer service.
- Cross-sold complementary products and services to customers.
- Presented latest merchandise to prospective buyers.
- Built lasting relationships with clients through customer service interactions.
- Accounted for all inventory and ordered new stock.
- Submitted and tracked orders.
- Maintained routine communication with clients to assess overall satisfaction, resolve complaints and promote new offerings.
- Responded to telephone and in-person requests for information.
- Collected and processed payments.
- Adapted sales techniques to specific clients and promoted products based on individualized client needs.
- Contacted satisfied customers to offer additional services.
- Resolved customer concerns promptly to maintain satisfaction.
- Completed customer searches to generate new leads.

Assistant Cook | Fatta Restaurant LLC
Abu Dhabi, UAE, June 2017 - January 2020

- Monitored food budget and purchased all supplies within established budget.

- Sourced fresh produce and negotiated prices with suppliers.
- Achieved Food Hygiene Rating of 9 by consistently upholding impeccable kitchen standards.
- Helped to reduce food waste.
- Washed cutlery and crockery using industrial dishwashers and manual methods for pristine finish.
- Received and verified deliveries.
- Rotated frozen food items.
- Maintained kitchen inventory.
- Rotated stock with first-in, first-out methods to ensure strong food safety, hygiene and quality.

Fiberglass Lamination Technician | Grp Tech Fiberglass Laminator Dubai, UAE, March 2015 - May 2017

- Strictly adhered to build manuals and quality control processes, creating uniform products.
- Fabricated molds from supplied patterns to detailed specification.
- Assessed and resolved quality issues, informing and consulting with the Production Manager.
- Prepared detailed patterns and molds using tools and fiberglass.
- Reclaimed waste materials for recycling and reprocessing.
- Molded and cut plastic into precise shapes using production equipment.
- Ran equipment layer plastic to coat and protect wires, cords and cables.
- Inspected finished work for quality defects and conformance with specifications.
- Removed hulls and decks from molds.
- Checked completed products for conformance to specifications and defects by measuring with rulers or micrometers and tapping to detect bubbles or dead spots.
- Released air bubbles and smoothed seams using rollers

SKILLS

- Stock Control and Management
- Customer Engagement technique
- Accurate Stocktaking
- Product Performance Evaluation
- Stock checks
- Customer Service
- Customer refunds
- Sales promotions

