

## **Christian C. Estillo**

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### **CAREER OBJECTIVE:**

Seeking a position that will benefit from my Sales Experience, positive interaction skills and industry contacts where my experience can improve the sales results. Obtain a position that will enable me to use my strong sales skills, marketing background and abilities to work well with people.

### **SKILLS:**

- ☞ Strong management training and motivational skills.
- ☞ Extensive hotel catering management experience and expertise.
- ☞ Excellent International, verbal and written communication skills.
- ☞ Natural ability to work on own initiative or as part of team.
- ☞ Excellent team building skills.

### **WORK HISTORY:**

#### **Store Supervisor at T-Mart Delivery Hero since May 11, 2020 to December 12, 2024**

- \*Managing Operation (Pick and Pack Process, property/asset Management, Inventory Management.
- \*Inventory management: Ensuring correct process policy and proper execution.
- \*Pick & Pack process: Ensuring efficient & correct pick & pack process & service level proper managing of scheduling of staff as per demand to achieve utilization rate & service level
- \*Ensuring continues improvement of current performance: stock level, productivity, service level.
- \*Controlling & ensuring that equipment, infrastructure in store is used & maintain properly.
- \*Managing productivity, work standard & development of the store staff.
- \*Ensuring proper implementation of merchandising & space planning guidelines in store.
- \* Monitoring product range availability according to store product range.

#### **STORE SUPERVISOR/ CUSTOMER SERVICE REPRESENTATIVE**

**Milk and Honey Gourmet Grocer (April 04, 2015 up to present)**

**Shoreline Bldg. 10, Palm Jumeirah and Emirates Hills, Dubai UAE**

- ☞ Greet customers and offer assistance in order to ensure their needs are answered in timely manner and in compliance with quality and high-level of customer service
- ☞ Ordering fresh products from the suppliers for customers daily needs like breads, milk, etc.
- ☞ Making LPO and follow up orders with the suppliers and monitoring stocks
- ☞ Doing cashiering and giving 15% discount for the Emirates card holder
- ☞ Replenishing stocks and also doing inventory every end of the month
- ☞ Warehouse in-charge

#### **SENIOR STOCKER (DELICATESSEN/ FRUITS & VEG.)**

**MAF Hypermarket (March 2011 to March 2015)**

**Majid Al Futtaim, Dubai UAE**

- ☞ Checking the item every morning .separate the good and not good item
- ☞ Order every day what we need or order the promotion item
- ☞ Checking all the expired items every week
- ☞ Maintain the cleanliness of the area
- ☞ Doing monthly end inventory or weekly inventory for fruits and vegetables
- ☞ To increase high profits and sales, check the stock and need to move first in first out (FIFO)

## **SALES CLERK**

### **SM MEGAMALL PHILIPPINES (June 2007 to Dec. 2007)**

- ☞ Cleaning the area before the opening and closing of the store.
- ☞ Assisting the customer's needs.
- ☞ Promoting the product and informed customer for up coming promotion
- ☞ Doing weekly inventory and sales report.
- ☞ Demonstrating of the items to the customer.

## **DEMONSTRATOR**

### **GOLDEN FASHION ENTERTAINMENT (Jan. 2008 to July 2008)**

- ☞ Catching customer's interest to the item you are selling
- ☞ Giving the best demonstration u will give to a customer to satisfy them and convince to buy the item.
- ☞ Explain the good and benefits of the item.
- ☞ Make sure that the end of the day they will not go without buying the items

## **EDUCATIONAL BACKGROUND:**

Marine - Midway University Philippines (Undergraduate)

**Nationality** : Filipino