



CHARLIE JHUN JACLA NUVAL

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Objective

Results-driven sales professional with 10 years of experience in the retail industry, seeking to leverage expertise in customer relationship management, strategic sales, and persuasive communication to drive revenue growth at your respected company.

Professional Experience

Sales Representative

The Sultan Center, Kuwait

June 2018 - May 2024

- Consistently exceeded monthly sales targets by an average of 25%.
- Developed and implemented strategic sales plans to enhance market penetration and customer acquisition.
- Fostered strong relationships with clients, leading to a 30% increase in repeat business.
- Conducted in-depth product training sessions for new hires, improving team performance and product knowledge.
- Analyzed sales data to identify trends and opportunities for growth, resulting in a 15% increase in overall sales.
- Managed inventory levels, ensuring optimal stock availability and minimizing stockouts.

Sales Representative

Magic Mall, Philippines

August 2013 – May 2016

- Achieved and exceeded monthly sales targets by an average of 20%.
- Provided exceptional customer service, resulting in a 95% customer satisfaction rate.
- Developed and maintained strong relationships with clients, contributing to repeat business and referrals.
- Conducted product demonstrations and provided detailed information to customers to facilitate informed purchasing decisions.
- Assisted in inventory management and merchandising to ensure optimal product presentation.

Sales Associate

SM Baguio City, Philippines

January 2011 – April 2013

- Exceeded sales goals by 15% through effective upselling and cross-selling techniques.
- Delivered personalized customer service, addressing individual needs and preferences.
- Managed cash registers, processed transactions, and handled customer inquiries and complaints efficiently.
- Participated in promotional activities and events to increase brand awareness and drive store traffic.
- Collaborated with team members to achieve store objectives and maintain a positive work environment.

Warehouse Staff

Philippine Economics Zone Authority (EPZA), Rosario Cavite

October 2005 – December 2009

- Managed the receipt, storage, and distribution of goods in a high-volume warehouse environment.
- Ensured accurate inventory tracking and reporting, reducing discrepancies by 20%.
- Operated forklifts and other warehouse equipment safely and efficiently.
- Assisted in the implementation of new inventory management software, improving efficiency and accuracy.
- Coordinated with suppliers and logistics providers to ensure timely delivery of materials.
- Maintained a clean and organized warehouse, adhering to safety and regulatory standards.

Education

COLLEGE DEGREE

PAMETS COLLEGES

Bachelor of Science in Commerce Major in Banking and Finance

Year Graduated: 2004

VOCATIONAL

TECHNICAL EDUCATION AND SKILLS DEVELOPMENT AUTHORITY (TESDA)

Course: Electrician

SECONDARY EDUCATION

PRESIDENT ELPIDIO QUIRINO NATIONAL HIGH SCHOOL, Philippines

Year Graduated: 1998

PERSONAL INFORMATION

Sex : Male

Nationality: Filipino

Date of Birth: August 6, 1981

Language Spoken: English and Tagalog and Basic arabic

Height: 5'8

Weight: 76 kilos

Present Findings: Physically fit for all type pf work

Skills

- Sales and Negotiation
- Customer Relationship Management
- Product Knowledge and Demonstration
- Inventory Management
- Communication and Interpersonal Skills
- Time Management and Organization
- Team Collaboration
- Warehouse Operations
- Forklift Operation

References

Available upon request.