

**SONNY GALINATO VILLARTA JR.**

Address: Al Khail Gate, Al Qouz 2, Dubai, UAE

Contact Number: +971564230460

E-mail: [villartasuj07@gmail.com](mailto:villartasuj07@gmail.com)

Visa Status: Visit Visa



---

**CAREER BACKGROUND:**

Motivated and results-driven automotive sales professional with over 6 years of experience in selling new and pre-owned vehicles, exceeding sales targets, and providing outstanding customer service. Proven track record of developing strong client relationships, maintaining high unit releasing scores, and staying updated on the latest automotive trends and financing options. Adept at closing deals, upselling services, and contributing to dealership success.

**SKILLS and QUALIFICATIONS:**

- Vehicle Sales & Leasing
- Customer Relationship Management
- Product Knowledge & Demonstrations
- Financing & Insurance Options
- Negotiation & Closing Techniques
- Inventory Management
- Communication Management
- Trade-In Evaluations
- Lead Generation & Follow-Up

**WORKING EXPERIENCES:****Company: FOTON MOTORS**

**Location:** National Highway, Cordon Isabela, Philippines

**Position:** Sales Representative

**Date:** March 2019 – March 2025

**Job Description:**

- Greet and assist customers/clients in the showroom
- Offers some refreshments such as coffee, drinks or snacks
- Understand and present vehicle features, specifications and benefits to customers
- Answer customer questions and address concerns throughout the buying process
- Offer test drives and accompany customers to ensure a comfortable experience
- Negotiate pricing and work with financing departments to complete sales
- Stay current on product knowledge, promotions, TV commercials and automotive trends
- Maintain follow-up with potential and existing customers for repeat business
- Complete all sales documentation accurately and in a timely manner
- Meet or exceed monthly and quarterly sales goals
- Maintain a clean and organized showroom at all times

**Company: Abu Dhabi National Oil Company (ADNOC)**

**Location:** Corniche Rd, Abu Dhabi, UAE

**Position:** Radio Operator

**Date:** August 2017 – January 2019

**Job Description:**

- Radio communication (VHF, MF/HF, UHF).
- Satellite communication systems.
- Internal communication networks (PA systems, intercoms).
- Emergency response coordination.
- Communication Management.
- Maintain constant communication with support vessels, helicopters, and onshore stations.
- Monitor distress frequencies.
- Transmit weather reports and updates.
- Logistics & Reporting.
- Keep radio logs and flight schedules.
- Manage the crew change process by coordinating with helicopters.
- Maintenance.
- Perform routine checks on all communication equipment.
- Report faults or carry out minor troubleshooting.
- Safety & Emergency
- Serve as a key link during drills and actual emergencies.
- Coordinate rescue operations or medical evacuations if needed.

**EDUCATIONAL BACKGROUND:**

**College/University (2011-2015)**

Ifugao State University (Potia Campus)

Alfonso Lista, Ifugao, Philippines

BSIT-Bachelor of Science in Information Technology

**Gulf Technical Safety Training Centre (2017-2018)**

12<sup>th</sup> St Musaffah, Abu Dhabi, United Arab Emirates

- Global Maritime Distress and Safety Systems Course
- Helicopter Landing Officer Course
- Advance Fire Fighting Course
- Confined Space and Hydrogen Sulfide Course
- Advance Offshore Emergency Training (Sea Survival)

I hereby certify that the above information is true and correct with the best of my knowledge and belief.

**SONNY G. VILLARTA JR.**

Applicant