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FALCON ID # 23175

Petroleum / Sales Asst / Manager

Residential Country : United States      Nationality : United States  
Resume Title : Commercial Sales Executive      Notice Period : 1 Days

## EDUCATION

Qualification	Institute / College /university	Year	Country
B.sc	Ama Computer University	1997	United States
Xiith	Far Eastern University	1993	United States

## CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Commercial Sales Executive	Reputed Company		11/2007	/
Salesman	Dubai Refreshment Co		03/2004	11/2007
Pepsi Cola - Philippines	Account Development Manager		12/2002	03/2004
Sales Coordinator	Pepsi Cola		03/1999	12/2001

## ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary  
(Monthly In Usd): Not Mention

Expected Salary  
(Monthly In Usd): Not Mention

Additional Skills :

## Profile

Filipino-qualified, conscientious, hard working, Fast-learner, a very self-motivated person with at least 12 years experience in Sales division, and 7 years experience working here in the UAE. Presently working as a commercial sales at Scuba Dubai dealing with diving and marine industry.

## Career Objective

Seeking for a challenging career opportunity with a reputable, growth oriented organization where in my profession can be utilized and rewarded. A position in purchasing in which my resourcefulness, skills and ability can directly contribute to success of the organization and satisfaction to the executives to whom I may concern.

## Strengths

Accepts challenging roles and able to work in a team environment.  
Have a strong power to effectively carry out tasks with ease and accuracy through a vast knowledge of methods, techniques, and skills on function related field. Result oriented person with excellent interpersonal written/oral skills. Can produce maximum volume of work with quality even under pressure. Can communicate different levels of people from lower to higher level of their profession and love meeting new people.

## Additional Information :

### Professional Experiences

Nov'07 – Present    Commercial Sales Executive  
                         Scuba Dubai  
                         Scuba Dubai LLC, Dubai

- \* Generally a Trader (Buying and Selling).
- \* Sends quotations for tenders and requests.
- \* Buying and selling marine equipments.
- \* Managing accounts, credit and collection.
- \* Forecasting and budgeting purchases for proper utilization.

Mar'04 – Nov'07    Salesman  
                         Pepsi Cola - Dubai  
                         Dubai Refreshment Co. (PSC), Dubai

- \* Responsible for selling and delivering Pepsi products in modern trade accounts.
- \* Observing product competitors, monitoring price survey and promotions in the market.
- \* Assures timely application and utilization of promotions for increased sales.

Dec'02 - Mar'04    Account Development Manager  
                         Pepsi Cola - Philippines  
                         Pepsi-Cola Products Co., Philippines

- \* To acquire and develop qualified Pepsi distributors in the area.  
Does hiring and training of distributors employees.
- \* Develop the area given to the distributor to assure profitability.  
Does promotions and donations to acquire targeted market.
- \* Maintain goodwill and proper management for continuous business

between Pepsi and distributor.

Mar'99-Dec'02 Sales Coordinator

Pepsi Cola - Philippines

Pepsi-Cola Products Co., Philippines

- \* Collects and collates booking orders from all sales pre-sellers.
- \* Distributes orders to proper delivery routes to utilize travel.
- \* Monitors credit and collection to be advised to proper pre-sellers and collectors.
- \* Evaluates and seeks proper manning to sales, delivery teams and labors.
- \* Ensures sound relationship between departments and customers.
- \* Immediate proper action to customer complaints to prevent misunderstanding.