

## **STEPHANIE DIANNE B. NUESTRO**

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Date of Birth: January 21, 1986

Nationality: Filipino



*An accomplished leader with extensive experience in reengineering business process, defining improvements and initiate positive change to drive results. With proven success in managing and maintaining customers, sales and marketing team and financial resources.*

### **EXPERIENCE:**

**JULY 2018-OCTOBER 2020**

**GENERAL MANAGER, FLYINGDES MARKETING SERVICES**

**DECEMBER 2014-JULY 2018**

**PASSENGER SALES EXECUTIVE, AIRCHINA MANILA BRANCH**

**MARCH 2011- NOVEMBER 2014**

**CUSTOMER SERVICE SALES AGENT, PANDA TRAVEL HAWAII**

**OCTOBER 2018- FEBRUARY 2011**

**IN HOUSE SALES EXECUTIVE, HAWAIIAN AIRLINES (AIRBRIDGE TRAVEL INC.)**

**OCTOBER 2017- OCTOBER 2018**

**SALES EXECUTIVE, BORACAY TROPICS HOTEL**

### **SUMMARY OF DUTIES:**

- Oversee daily operations of business. Ensure company has good and healthy working environment.
- Create and execute business strategies designed to meet and exceed company's sales target and goals.
- Identify business opportunities by generating sales leads and closed accounts using consultative sales approach.
- Communicate strategies to business partners.
- Carrying-out market research in-order to keep-up with the current and predict future trends.
- Identify cross selling or upselling of products and services.
- Raising brand awareness via all mediums.
- Review competitor's action, new trends and market activities.

- Evaluate business performance to recommend/ facilitate new business strategies to improve services and products.
- Maintain data base for both corporate and direct clients.
- Monitor teams to ensure quality and on-time service/response to meet client's high level of satisfaction.
- Worked with international partners from Japan, China and Taiwan.
- Prepares report with summarized and analyzed information.

**EDUCATIONAL ATTAINMENT:**

**March 2015 Certificate Course on Basic Mandarin**

Ateneo De Manila University Confucius Institute

**February 2007- BS Arts Management**

De La Salle College of St. Benilde

**March 2003- High School**

Sacred Heart Academy of Novaliches, Quezon City.

**SKILLS:**

Highly skilled in various computer software and google applications, professional-level of verbal and written communication skills, demonstrate advance product knowledge and presentation skills, proficiency in time management, problem-solving, organizational and rapport-building skills. Great interpersonal and leadership skills.

**REFERENCE WILL BE SUPPLIED UPON REQUEST**