

Edgard Andrew B. Hernandez

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About Me

Positive and upbeat sales professional able to connect with customers, maintain documentation and exceed quotas. Maintain solid revenue streams by keeping open lines of communication with established and potential customers. Prospect for new business continuously while capitalizing on emerging sales opportunities.

Skills

- Computer Savvy: can use MS Word, Excel, PowerPoint and other similar programs
- Planner: Plans ahead of schedule to assure projects and activities are properly executed
- Team player: Enjoys working with a team, but can also work independently
- Goal oriented
- Flexible and adaptable: Can easily adapt to situations and embrace diversity
- Hardworking: I believe that everything can be learned through proper training and coaching.
- Has a valid Driver's License
- Enjoys socializing and meeting people
- Territory Management
- Product Positioning

Experience

TERRITORY SALES REPRESENTATIVE
SANDOZ PHILIPPINES CORPORATION

October 2018 – January 2021

- Achievement of territory sales objectives (UST, Cubao, QC Area).
- Execution of sales calls and product detailing.
- Implementation of planned and approved sales and marketing programs.
- Establish rapport to key personnel and target clients.
- Ensure timely and accurately submission of relevant written reports and deliverables.

Achievements

100% YTD sales for the year of 2020 with 2 of priority brands hitting target.

ACCOUNTS SPECIALIST
LARGEN MED INC.

March 2018 – September 2018

SALES ASSOCIATE
MANILA FOOD CO.

June 2017 – February 2018

- Experienced in providing food product supply and distribution.
- Ability to develop and maintain positive business relationships with clients and vendors.
- Traveled to various retail locations and solicited new business opportunities.

BUSINESS PROCESS EXECUTIVE
COGNIZANT SOLUTIONS PHILIPPINES

November 2016 – March 2017

- Assigned in a Pioneer Team handling Medtronic medical products.
- Handling client concerns about product questions.
- Ensuring accurate input of patient information and demographics in the system.

MEDICAL REPRESENTATIVE
INNOGEN PHARMACEUTICAL INC.

January 2013 – November 2015

- Experienced in dealing with Low/High Profile Customers (MCU Hospital, Fatima Medical Center, Bernardino General Hospital and more).
- Handled Cardio-Metabolic products.

Achievements

100% Sales Achievement for Rustor of Q1 and Q2 2015

120% Sales Achievement for Lesofat Q1, Q2, and Q3 2015

103% Sales Achievement for Clopivaz Q2 2015

BARISTA
RUSTAN COFFEE CORPORATION

January 2010 – January 2012

- Develops enthusiastically satisfied customers all of the time.
- Welcomes and connects with every customer, discover customer needs, and appropriately suggests products with every customer to enhance service and meet their expectations.
- Maintains quality store operations and follows store policy and procedures for operational flow at each station to enhance customer satisfaction.
- Takes responsibility to learn all aspects of barista position and is responsible for self-initiated learning.

Education

Bachelor of Science in Nursing – Delos Santos – STI College	May 2009
Bachelor of Science in Nursing – Trinity University of Asia	May 2006
St. Mary’s College, Quezon City	March 2004

Work Reference

- **Antonia Arca** (Former District Sales Manager, Sandoz Philippines) 09178544009
- **Arnold Villarubia** (Operations Managers, Nevaeh Food Company) 09356377885
- **Joseph Musngi** (Former District Sales Manager, Innogen Pharma) 09237184604

Character Reference

- **Robert Torres Jr.** 09065214171
- **Danielle Leonardo** 09173701909
- **Iñigo Trazo** 09277550146