ADRIAN CHINO A. MONTENEGRO

Mobile No.: 0961-732-7945 & 0945-711-5977
Current Address: 755, Blk 11, Lot 5, Velpal II, Pakigne
Minglanilla, Cebu, Philippines
Email Add : adrianchinomontenegro@gmail.com

PROFESSIONAL SUMMARY

Reliable sales person offering top-notch sales expertise, customer service skills and relationship-building strengths. Dedicated to welcoming customers and providing comprehensive service. Knowledgeable in product features, above average communication skills, skilled in building connections with customers to promote products. Motivated salesman familiar with customer service standards and sales strategies. Passionate about helping customers and solving their problems by providing the company's products and services

SKILLS

- Customer service mindset
- Strong follow-up skills
- Persuasive communicator
- Competitive
- Team player
- Excellent negotiating tactics
- Social Media expertise

EXPERIENCE (From Current to Past)

Position: Marketing Professional **Date: June 2021 - Present**
Company: Toyota Talisay, Cebu, Inc
Address: SRP Road, Lawaan II, Talisay, Cebu, Philippines

Position: Marketing Professional **Date: Oct 2019 - Dec 2021**
Company: Nissan Cebu Gateway Inc
Address: SM Seaside, South Road Properties, Cebu City, Philippines

Position: Marketing Professional **Date: May 2017 - Oct 2019**
Company: Toyota Mabolo, Cebu, Inc
Address: Pope John Paul II Ave, Mabolo, Cebu City, Philippines

Job Description / Duties and Responsibilities:

- Sold a brand new vehicle
- Advice customers on what vehicle to buy, give specs and features
  Showing the product/vehicle presentation, gives benefits
- Assess customers If they're qualified for a vehicle loan
- Give price quotations, downpayment, and interest rates

Position: Admin Assistant **Date: June 2016 - April 2017**
Company: Shopping Centre Management Corp (SM Seaside Mall)
Address: SM Seaside, South Road Properties, Cebu City, Philippines

Job Description / Duties and Responsibilities:

- Assistant to Engineers in maintaining the building such as cleanliness, security, and safe environment
- Data entry on Excel sheet
- Responsible for handling tenant concerns like building leaks, garbage, electrical problems, and coordinating with the engineering department

Position: Freight Cashier **Date: May 2014 - Apr 2016**
Company: Philippines Span Asia Carrier Corp (PSACC)
Address: Don Sulpicio Go Blg, Sulpicio Go street, Reclamation Area, Cebu City, Philippines

Job Description / Duties and Responsibilities:

- Receives payment for the shipping and receiving of goods

EDUCATION

2010 - 2014
BACHELOR IN SCIENCE IN BUSINESS ADMINISTRATION
Major in Human Resources Management
UNIVERSITY OF SAN CARLOS
P. del Rosario St. Cebu City, Philippines 6000

PERSONAL INFORMATION

Birthday : January 12, 1993
Place of Birth : Cebu City
Civil Status : Married
Citizenship : Filipino
Religion : Roman Catholic
Height : 5'8"
Weight : 160lbs

SEMINAR AND WORKSHOP

SALES 101 - Sept 2017
Toyota Mabolo Cebu

How to Handle Customer Objections
Toyota Mabolo Cebu - Dec 2018

How to Sell in the Digital Age (Social Media) - Jan 2019
Toyota Mabolo Cebu

Customer Retention Management - Nov 2019
Nissan Cebu Gateway

REFERENCES

Name: Alexander Kachin
Position: Group Retail Manager
Company / Address: Toyota Mabolo / Pope John Paul Ave. Mabolo, Cebu
Contact No: 0917 128 0872

Name: Collin Ting
Position: CEO
Company / Address: Cebu Parklane International Hotel / Gorordo Ave. Cebu Business Park, Cebu City
Contact No: 0917 320 3182