

PILAPIL, DONDON PAGALAN

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Career objective:

To be able to apply for a position that would enhance my decision-making and marketing skills and contribute to the sustained growth of the company and personal career advancement.

Work Experience

Company: Grab Philippines

Position: TNVS Driver operator (May 2017 to present)

Job Description: Part time Driver for public transport network

Company: UBER Philippines

Position: TNVS Driver operator (January 2016 - May 2017)

Job Description: full time Driver for public transport network

Company: Coca-Coca FEMSA Philippines

Position: Pre-Seller (Jan 2014– April 2018)

Job Description:

- Performs field sales work covering 250 stores outlets within the assigned area.
- Visited 100% store outlets base on daily Schedule Call List (SCL)
- Ensures hit the daily volume target categorized such as profit packs, value packs, non-carbonated (ncb) rtd stills NCBs powders.
- Suggest and sell-in the priority portfolio or must have SKU's to store outlets based on segmentation (bronze, silver, gold)
- Conducts cooler inventory
- Merchandised coolers according to planogram
- Check the cooler purity, must have SKU's are available and exclusively use for coca cola products only
- Checks store outlet's compliance to presence of merchandising materials such as posters, flag chain, sun blinds, product display with price tag and must be on a 1st position and planogram as well
- Syncs handheld gadget regularly
- Assigned as the Officer-in-charge in the absence of the Supervisor

Company: Coca-Coca Bottlers Philippines

Position: Account Developer (Nov 2007-March 2014)

Job Description:

- Manages the Market Execution Partner (MEP)
- Manages and develops the market covering the area of the(MEP)
- Offers new cooling equipment units (refrigerator, plastic cooler) to store outlets
- Open 5 new outlets daily and endorsed to Market execution partner (MEP)
- Perform MEP booking and collection
- Assist and monitor the booking and delivery of MEP partner
- Performs MEP inventory on a weekly basis
- Perform outlet merchandising, such as installing poster, product display and distribute cooling equipment

- Preparing sales & collection reports on a weekly & monthly basis

Company: Car Rental service (May 2017- 2019)

Position: Founder/Operator/Driver

Our Service :

- Online car rental service
- Driver & tour guide for local & international tourist)

Company: International Motor Trade Corp. (March 2005- Aug 2007)

Position: Branch Manager

Job Description:

- Responsible for all branch operations particularly sales & collections.
- Ensures the monthly collection should not be below 70% for 2yrs and above accounts, 50% for delinquents and 100% 2yrs below and sales target must be hit periodically.
- Prepares weekly & periodic report

Company: Pacificmiles Motorcycle Inc. (Jan 2004-Feb 2006)

Position : Credit Investigator

Job Description:

- Conducts background investigation to those applying for motorcycle loan
- Ensures 100% collection specially for those new accounts from 1- 8mos
- Conducts repossession to delinquent accounts
- Prepares weekly & periodic report

Company: Royale Business Club International (Feb 2010 to Present)

Position: (Part time)Independent distributor

Job Description:

- It's a networking company engaging health, beauty & Wellness products
- Building a network
- wholesaler & retailer
- Sales coach for my team

Company: Grace21st Trading (March 2004-March 2006)

Position: Proprietor

Our services:

- Selling brand new & 2nd-hand motorcycle units including parts and accessories.
- Motorcycle repair

Company: Comprehensive Credit Service Inc. (Feb 2001- 2003)

Position: Credit Investigator

Job Description:

- Conducts background investigation to those applying for car loan
- Conduct discreet investigation for both personal & business information
- Daily submission of reports to our clients (BDO,RCBC,TFS,AMEXCO & CBC)

Awards and Recognition

	<i>Title</i>	<i>Date</i>
1.	5-years of Service Awardee	November 2012
2.	Top 1 volume target performer for Coke kasalo	Jan to July 2015
3.	Top 1 volume performer for Coke Litro	March 2016

4. Top 10 volume performer for stills	<i>September 2016</i>
5. Top 10 volume performer for Coke Mismo, Minute Maid, Real-leaf	<i>March 2017</i>
6. Consistent model area that represent our Sales Office for market visit both local & int'l visitor	<i>2009-2017</i>

Seminars and Training

Title	Venue	Inclusive Date
• Account Developer	Coca-Coca Bottlers Philippines	December 2007
• Market Developer	Coca-Coca Bottlers Philippines	February 2013
• Pre-seller Seminar	Coca-Coca Bottlers Philippines	March 2015
• Royale Business Presentation	Royale Business Club Building, Quezon City	June 3-5, 2016
• Royale Distributor Orientation	Royale Business Club Building, Quezon City	June 6-7, 2016
• Why Royale?	Royale Business Club Building, Quezon City	Dec. 10, 2016
• Handling Objections Seminar	Royale Business Club Building, Quezon City	Dec. 12, 2016
• Royale Product Presentation	Royale Business Club Building, Quezon City	Jan. 4, 2017
• Goal Setting Seminar	Royale Business Club Building, Quezon City	Jan. 7, 2017
• Prospecting, Invitation & Sponsoring	Royale Business Club Building, Quezon City	Jan. 8, 2017
• ABC Rule/Answering Objection	Royale Business Club Building, Quezon City	Jan. 9, 2017
• Importance of Retailing	Royale Business Club Building, Quezon City	Jan. 10, 2017
• How to be smart driver & basic car troubleshooting	Coca-Coca Philippines	Annually

Education Background

College: **Philippine Marine Institute (PMI) Colleges**
Burke St. Sta. Cruz, Manila, Philippines
Bachelor of Science in Marine Transportation
1995 – 2000

Vocational: **Samson Institute of Technology**
Legarda, Manila, Philippines
Radio Receiver
March – October 1995

High School: **Pilar national high school Pilar,Cebu**
1990-1994

Elementary: **R. M. Tan Elementary School Ormoc Leyte**
1983- 1990

Skills: Pro-Driver (2-10wheelers, escort & back up driver of ASEAN delegates), Hair-cutter, Basic Carpentry, Cooking, Computer Literate

Personal Data: Height: 5'5

Weight: 130 lbs.

Date of birth: January 24, 1977

Place of birth: Ormoc, Leyte, Philippines

Nationality: Filipino

Religion: Catholic

Languages Spoken: English, Tagalog & Cebuano

Character References are available upon request