

Enrique Vargas

Business Development / Senior Operation In Sales

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Devoted and organized individual with 10 years experience in analyzing marketing and promotional activities; and customer service building relationships with aim of increasing sales department effectiveness. Objective Strong communication skills. Creating and implementing a sales plan. Meeting sales goals by monitoring progress. Analyzing sales data. Presentation skills. Management and leadership skills. Developing budgets. Mentoring and coaching sales reps and customer service Skills. Motivated sales professional offering progressive sales and marketing experience. Results-oriented and energetic with unsurpassed interpersonal and communication strengths. Productive, hardworking and known for consistent performance against target sales goals and customer service expectations. Profit-minded Sales Professional with demonstrated success driving sustained revenue by working and connecting with customers. Industrious sales professional with solid history of surpassing objectives by promoting products while demonstrating enhanced people skills. Talented at generating leads and closing high-volume sales. Talented Manager with expert team leadership, planning and organizational skills built during successful career. Smoothly equip employees to independently handle daily functions and meet customer needs. Diligent trainer and mentor with exceptional management abilities and results-driven approach. Insightful Manager with experience directing and improving operations through effective employee motivational strategies and strong policy enforcement. Proficient in best practices, market trends and regulatory requirements of industry operations. Talented leader with analytical approach to business planning and day-to-day problem-solving.



Skills

- ◆ Sales operations ◆◆◆◆◆
Excellent
- ◆ [Specialization] sales ◆◆◆◆◆
Excellent
- ◆ Sales coaching ◆◆◆◆◆
Excellent
- ◆ Sales Proposals ◆◆◆◆◆
Excellent
- ◆ Sales experience ◆◆◆◆◆
Excellent
- ◆ Sales operation ◆◆◆◆◆
Excellent
- ◆ Sales abilities ◆◆◆◆◆
Excellent



Work History

◆ Jun 2018 - May 2022

Senior Project Operations Manager, Sales & Ops

Strattner Group, Manila

- Responsible for leading the sales team, customer relations and overlooking the operation processes for SEA markets
- Enrique assumed the leadership of Regional Team in November 2018
- He was named Marketing and Operation
- Officer in one of the Strattner subsidiaries TBS Capital in October 2016 where he directed strategic planning, marketing, and product management and development
- Before join Strattner Enrique has held a number of executive positions as the operations manager at JA Traders Group and Director of Equity Fund Consulting group for 5 years
- Prepared merchandise for sales floor by pricing or tagging.
- Maintained records related to sales, returns and inventory availability.
- Enhanced product presentation and promotional material displays, working alongside retail representatives.
- Maintained calm demeanor and professionally managed issues in busy, high-stress situations.
- Engaged with customers to build rapport and loyalty.
- Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.

◆ Apr 2013 - Oct 2018

Operations Manager

Equity Fund Consulting Group

- Manage overall operations and is responsible for the effective and successful management of labor, productivity, quality control and safety measures as established and set for the Operations Department
- Ensure safe and efficient operations
- Serve as a company representative on regulatory issues
- Enhance the operational procedure, systems and principles in the areas of information flow and management, business processes, enhanced management reporting and looks for opportunities to expand systems
- Carry out supervisory responsibilities in accordance with company's policies and applicable laws.
- Worked in matrix management environment with oversight of division level managers, operations, sales, finance, human resources, safety and compliance.
- Prepared annual budgets with controls to prevent overages.
- Implemented process improvement to shape organizational culture, optimize procedures for higher efficiency and help company evolve and grow.
- Formulated processes to reduce downtime and financial loss.
- Built and reviewed master service agreements to simplify and streamline contract negotiation process.
- Reviewed operations reports to understand numbers and trends.
- Developed systems to track and log work issues.
- Identified procedure or process changes required to improve performance and productivity.

Apr 2009 - May 2012

Sales Manager

Core Consulting Group, Metro Manila

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls
- Meeting planned sales goals
- Setting individual sales targets with sales team
- Tracking sales goals and reporting results as necessary.
- Utilized metrics to modify low-performing sales and marketing programs and plans to increase effectiveness.
- Led account planning strategy sessions aimed at retaining and acquiring customers and increasing business opportunities.
- Promoted continuing education opportunities for sales team to bolster skills and add value to department.
- Established and cultivated solid business relationships with new or existing customers.
- Used vendor expertise to deliver educational content to sales team.
- Coached and counseled sales personnel, assisting with individual selling efforts and helping sales representatives reach targets.
- Maintained marketplace visibility marketplace by participating in industry-related and community activities.
- Conducted team meetings to reinforce goals and objectives and set clear expectations about policies and procedures.



Education

Jun 2021 - Jul 2022

Bachelor of Science: Business Administration

Philippine Women's University - Manila, Philippines

Jun 2006 - Jul 2008

Bachelor of Science: Business Administration Major in Management

City College of Manila - Taft, Manila Philippines

Jun 2000 - Mar 2004

High School Diploma

Ramon Magsaysay High School Espana - Sampaloc, Manila

Mar 1994 - Jun 2000

No Degree: Grade School

Benigno Aldana Elementary School - Manila



Languages

English

◆◆◆◆◆
Excellent

Filipino

◆◆◆◆◆
Excellent