

# Ramil Q. Awayan

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## PROFILE

Dedicated Senior Product Promotions Associate motivated to maintain customer satisfaction and contribute to company success. 17 years' experience in pharmaceutical sales. Reliable and driven, with prioritization abilities, possess good written and verbal communication skills and excellent interpersonal skills.

## CORE COMPETENCIES

- Service-oriented
- Proven leadership capabilities
- Detailed and Organized
- Teamwork
- Inventory Management
- Flexible attitude – and approach, when it comes to work

## PROFESSIONAL EXPERIENCE

### Senior Product Promotions Associate

*United Laboratories, Inc. (UNILAB, Inc) – Manila, Philippines*

*June 3, 2005 – Present (17 years and 2 months)*

Also known as Medical Sales Representative it is a key point of contact between pharmaceutical companies to healthcare professionals such as doctors, nurses and pharmacists in the retail sector.

Excellent sales skills are key requirement for this job.

### Unit Manager

*Carta D' Internazionale, a subsidiary of Citibank N.A.*

*January 2002 – May 2005 (3 years and 4 months)*

In charge of training, and managing staff to handle customer service issues.

Handled with 1 Assistant managers and 10 sales telemarketer.

To set, meet, and exceed goals by providing customer excellent service

Motivating the team to do the same

### On the Job Training

*Asia Trust Bank January 2001 – March 2001 – 5<sup>th</sup> Avenue, Caloocan City, Philippines*

To work and understand banking operations and procedures by performing assigned projects and responsibilities throughout various banking departments including financial analysis, customer service, human resource management, and bank growth and profitability.

## EDUCATION

### University of the East – Caloocan Campus, Philippines

Bachelor of Science in Business Administration

Major in Management

March 2001