

JAN JAY R AARON MENDEZ



ADELAN

 Cagayan De Oro City, Philippines
9000

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I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation's revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling.

Experienced Home Delivery Car Driver with over 2-years of experience in AMERICANA(Kuwait Food Company) Kuwait City, Kuwait. Excellent reputation for resolving problems and improving customer satisfaction.

Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.

Work History

2022-09 - Current

Sales Executive

MG GATEWAY SOUTH CORP / MITSUBISHI MOTORS PHILIPPINES, Cagayan de Oro City

- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Analyzed past sales data and team performance to develop realistic sales goals.
- Utilized internal lead referral tools to solicit new business opportunities and contacts.

2014-07 - 2019-09

Sales Consultant

HYUNDAI CAGAYAN DE ORO INCORPORATED, Cagayan de Oro City

- Created detailed sales presentations to communicate product features and market data.
- Cold called and conducted face-to-face sales calls with C-level executives and directors in assigned sales territory.

- Implemented up-selling strategies, encompassing recommendation of accessories and complementary purchases.

2011-06 - 2013-06

Home Delivery Driver

KENTUCKY FRIED CHICKEN / AMERICANA, Shuwaikh

- Picked up and delivered packages to and from customer locations according to schedule, maintaining accurate inventory of packages and delivery records.
- Rerouted delivery to storefront locations specified by recipient through mobile app, adapting delivery route to sudden changes in delivery preferences indicated by app users.
- Coordinated efficient routes for optimal delivery scheduling and maximum daily performance.

2007-11 - 2008-04

Warehouse Supervisor /Sales Agent

HAPPY WAREHOUSE MARKETING INCORPORATED, Cagayan de Oro City

- Promoted diligence and culture of safety for drivers and warehouse operations.
- Revised and developed procedures to reduce risk and achieve compliance.
- Supervised shipping and receiving, distribution and workplace safety.

2006-04 - 2007-09

Sales & Marketing Executive

LINKMASTER MARKETING, Cagayan de Oro City

Engaged with customers to build rapport and loyalty.

- Helped customers locate products and checked store system for merchandise at other sites.
- Increased sales by offering advice on purchases and promoting additional products.

2005-11 - 2006-04

Full-Time Sales Clerk / Sales Associate

7-ELEVEN / Magnus Vita Trading Corporation, Tagaytay City

- Helped customers locate products and checked store system for merchandise at other sites.
- Prepared merchandise for sales floor by pricing or tagging.
- Greeted customers, offered assistance in finding requested items and carried merchandise to checkout line.

2002-02 - 2002-07

Service Crew / Counter Station

JOLLIBEE FOODS CORPORATION, Cagayan de Oro City

- Worked with customers to understand needs and provide excellent service.
- Worked within applicable standards, policies and regulatory guidelines to promote safe working environment.
- Exceeded goals through effective task prioritization and great work ethic.



Education

- 1988-06 - 1993-01 MOLUGAN CENTRAL SCHOOL - Molugan, El Salvador City
- 1993-06 - 1997-05 OPOL NATIONAL SECONDARY TECHNICAL SCHOOL - Opol, Misamis Oriental
- 1997-06 - 2002-10 AMA COMPUTER COLLEGE - Cagayan De Oro City

Skills

Driving	■■■■■ Advanced
Client presentations	■■■■■ Advanced
Sales and marketing strategies	■■■■■ Advanced
Network development	■■■■■ Advanced
Client Service	■■■■■ Advanced

Additional Information

Tax Identification Number(TIN) **243-478-448**
Professional Driver's License # **K02-04-104759**
Social Security System # **08-1352045-0**
PAG-IBIG MID # **1210-9662-0954**
PhilHealth # **15-050169001-7**

Languages

TAGALOG	■■■□□ Intermediate
ENGLISH	■■■□□ Upper intermediate
BISAYA	■■■□□ Upper intermediate