



ROGATO B. DELOS SANTOS

Address:

Unit 301 11B Manggahan St,
Brgy. Bagumbayan, Quezon City

Contact Details:

Mobile: +639171297443

Skype ID: rogato delos santos

FB account: <https://www.facebook.com/gatsky>

Email: rogato.delossantos2021@gmail.com

Date graduated from college: April 12, 2007

Date passed the Board exam: Nov. 29, 2022

PERSONAL BACKGROUND

Nick name:	Gats
Age	36 y/o
Birthdate:	May 11, 1986
Birthplace:	Brgy. Reyes, Banga, South Cotabato
Gender:	Male
Civil status:	Marrried
Religion:	Protestant
Height:	5'8"
Weight:	170 lbs
Citizenship:	Filipino
Spouse Name :	Maria Regina Mari M. Delos Santos

PRIMARY OBJECTIVE

To be able to work in a reputable company that would showcase my skills and capabilities and allowing me to explore new things that would serve as a training ground / stepping-stone for continuous development.

SEMINARS AND TRAININGS

KEY ACCOUNTS MANAGEMENT TRAINING

BY: MANSMITH

OCTOBER 22 – 24, 2018

DISTRICT MANAGERS TRAINING BY: APT

(ASSOC. OF PHARMACEUTICAL TRAINERS)

PASEO DE MAGALLANES MAKATI CITY

DECEMBER 2011

DISTRIBUTION SPECIALIST TRAINING

UNIT 2 LA FUERZA 1, DON CHINO ROCES AVE,
MAKATI CITY

DECEMBER 21- 22, 2009

PACIFIC HEALTH CARE (FRISO MILK
FORMULA TRAINING)

LA FUERZA 1, MAKATI CITY

SEPTEMBER 20, 2008

DKT (TRUST FAMILY PLANNING PROGRAM
TRAINING)

COPACABANA HOTEL, PASAY CITY

JUNE 15-25, 2008

AKURIT (FIX DOSE COMBINATION ANTI-TB
DRUG TRAINING)

BEST WESTERN ASTOR HOTEL

OCTOBER 21-26, 2007

WORK EXPERIENCED

TERRITORY MANAGER

Wyeth Philippines Inc. (Makati city)

From Sept. 1, 2019, to Present

Taguig, Pateros; East Rizal territory (PREMIUM Medical field Operations)

Job Responsibilities:

- Actively inform HCPs on the importance of exclusive breastfeeding during the first 6 months of life and continuation of it for as long as possible after the introduction of complementary feeding.
- When breastfeeding is not possible, TM to provide accurate and scientific information to HCPs based on expressed needs, about **WIN products and services- their fact-based features, advantages and benefits and their appropriate use within the WHO-code on BMS.**
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new formulations, delivery schedules, merchandising techniques, etc.
- Services existing accounts such as **NURTURE NOW**, facilitate orders, and establishes new accounts by planning and organizing daily work schedule.

HEALTHCARE SPECIALIST

DKSH Phils.

From April 3, 2017, to August 2019

Handled Marikina, Pasig city area (AQUA MARIS/GYNOFLOR/FLOUMIZIN BRANDS)

Job Responsibilities:

- Services existing accounts such as **MERCURY DRUG, SOUTH STAR DRUG** and other trade outlets, obtains orders and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

DISTRICT BUSINESS MANAGER

ADP Pharma Corporation

23f The Taipan Place Ortigas, Pasig city

From March 16, 2015, to September 2016

Handled West Visayas District (PROPAN/PROPAN TLC BRANDS)

Job Responsibilities:

- Accomplishes District sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- Achieves District sales operational objectives by contributing District sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining District sales system improvements; implementing change.
- Meets District sales objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.
- Maintains and expands customer base such **ROSE PHARMACY, NEGROS GRACE PHARMACY, LADY MONSERRAT and other local distributors** by building and maintaining rapport with key customers and identifying new customer opportunities.
- Recommends product lines by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors.
- Implements trade promotions by publishing, tracking, and evaluating trade spending.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.
- Accomplishes sales and organization mission by completing related results as needed.

KEY ACCOUNTS SPECIALIST

Sigmamatic Corporation (Chino Roces, Makati city)

From October 2013 up to February 2015

Handled GMA, North Luzon & West Visayas Area

(CARDIO METABOLIC DIVISION)

Job Responsibilities:

- Prepares work to be processed by gathering, sorting, organizing, and recording data, information, and documents.
- Focuses sales efforts by studying existing and potential volume of key accounts indicator. Such as **MEDEXpress, SOUTHSTAR, ROSE PHARMACY, CARLOS SUPER DRUG, ST. JOSEPH DRUG and other local distributors in the region.**
- Completes enrollments by analyzing and auditing documents and transmissions, researching and resolving problems.
- Provides information by collecting, analyzing, and summarizing information, responding to requests.
- Resolves complaints by investigating issues and composing responses; referring non-standard complaints and potential lawsuits to legal or government affairs departments.
- Maintains quality service by monitoring standards, advising supervisor of potential problems.
- Prepares reports by collecting and analyzing information
- Updates job knowledge by participating in educational opportunities.

DISTRICT MANAGER

Stratlink Inc. (Magallanes, Makati city)

From January 2010 – September 2012

Handled GMA, Central Luzon & South Luzon (FAMILY PLANNING -DKT PRODUCTS)

Job Responsibilities:

- Accomplishes District sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- Achieves District sales operational objectives by contributing District sales information and recommendations to strategic plans and reviews.
- Preparing and completing **Government Bidding docs, Industrial Accounts Purchase Requirements (PEZA).**
- Implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining District sales system improvements; implementing change.
- Meets District sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.
- Maintains and expands customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.
- Recommends product lines by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors.
- Implements trade promotions by publishing, tracking, and evaluating trade spending.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.
- Accomplishes sales and organization mission by completing related results as needed.

TERRITORY MANAGER

Stratlink Inc.

Paseo de Magallanes, Magallanes, Makati city

From November 2007 up to December 2009

Handled Cavite and Laguna Area

(ANTI TB BRANDS)

Job Responsibilities:

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.