

## **EMILY JOYCE A. SACRAMENTO- PUNZALAN**

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### **WORK EXPERIENCE**

#### **CareSpan Asia Inc.**

##### **Position: Key Accounts Specialist**

October, 2021- February, 2023

Job Description:

- Conducts Platform demonstration to the customers.
- Ensures achievement of territory objectives to onboard several doctors into the platform.
- Gathers, consolidates information, and uses facts and data to make sound business decisions.
- Deliver product/ service communication message to customers.

#### **Getz Bros. Philippines Inc.**

##### **Position: Product Specialist**

July, 2018- November, 2020

Job Description:

- Ensure achievement of territory sales target, marketing program implementation and call rate standards to deliver desired sales results.
- Manages account receivables of accounts.
- Develop strong business relationship with customers and gatekeepers.

#### **Gourmet Options Inc.**

##### **Position: Sales Executive (HORECA Specialist)**

July, 2017- April, 2018

Job Description:

- Develops the overall business of assigned territory, sales channel, and customer
- Achieves and exceeds monthly sales target on a consistent basis
- Develops business thru field saturation and opens business partnership with Hotels, Restaurant, Catering Companies, and other Institutional Sales Channels such as Hospitals, Government Offices and Schools.
- Monitors Account Receivables and ensures timely collection and remittance to the Accounting Department.

#### **Ajanta Pharma Philippines Inc.**

##### **Position: Professional Sales Representative**

May, 2016- July, 2017

Job Description:

- Responsible for establishing and maintaining relationships with customers.
- Keep accurate records and documentation for reporting and feedbacks.
- Achieves volume, distribution, pricing and account receivable objectives based on set targets.
- Follows a set coverage plan including branch visits to check retail performance standards implementation.

**Coca Cola FEMSA Philippines**

**Position: MLS/ Planner-Warehouse Clerk**

October 2014 - February, 2016

Job Description:

- In charge of checking of physical inventory in the warehouse.
- Ensures correct inventory for returning and outgoing trucks.
- Responsible for planning of shipments.

**Pharex Health Corp.**

**Position: Territory Business Manager**

August, 2009 - July, 2013

Job Description:

- Managing a territory with the goal of maximizing sales.
- Achieve sales goals, usually on an annual or quarterly basis.
- Meet call goals while focusing on top customers.
- Hosts product presentations to specific customers.
- Engage in meaningful dialogue with customers, to both educate and sell the products.

**New A plus Personnel Services/ Pharex Health Corp.**

**Marketing Assistant**

November, 2008 - May, 2009

Job Description:

- Projects such as gathering information by phone, letter, email or in person.
- Research for projects of manager(s).
- Recording and updating databases.
- Photocopying and scanning documents.

**EDUCATIONAL ATTAINMENT**

<b>College</b>	:	Registered Nurse License No. 0507155	
		Bachelor of Science in Nursing	2004 2008
		Our Lady of Fatima University	
		Lagro, Quezon City	