

# Michael Ray Romarate

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## OBJECTIVE

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Determined Sales Supervisor with proficiency in revising and enhancing sales strategies and identifying business opportunities. In-depth knowledge of maintaining sales logs operations, scheduling shifts, performing employee reviews and training new sales representatives. Seeking position where exceptional skills in management will be fully utilized to increase sales and profitability.

## EDUCATION

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### Bachelor of Science Major in Marketing Management

Jun 1999 - Mar 2003

Liceo de Cagayan University College • Cagayan de Oro City, Philippines

I earned my business degree with a major in marketing management from Liceo de Cagayan University, during my study, I had learned a wide range of skills and knowledge in marketing management. But more importantly, I have developed a strong learning ability and analytical thinking skills. I believe my skills and qualities will make a valuable contribution to your company.

## SKILLS

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- Computer Literate (MS Office)
- Have a good learning attitude.
- Excellent communication skills
- Excellent Physical Stamina and the ability to Multitask.
- Highly Motivated and Good Listener.
- Capability to work under pressure.
- Friendly person and trustworthy
- Attention to details.
- Self-motivated and Respectful
- Can undergo training.
- Strong Leadership
- Critical Thinking and openness to advice.
- Managing Performance

## WORK EXPERIENCE

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### Sales Supervisor

May 2017 - Jun 2022

Glorious Dexa Mandaya Inc. • Cagayan de Oro City, Philippines

- Monitor Medical Representative
- Responsible for Sales Increase in Territory
- Responsible for MD Coverage
- Ensure product inclusions in the Hospitals, Trade Accounts
- Presents products and initiate activities to the MD and End-Users
- Expand business in other territories/areas

#### Achievement:

- Most improved area (Northern Mindanao Area) 2019-2021
- Sales Supervisor of the Year 2019

### Medical Representative

Jun 2015 - Jul 2017

All Bio Pharma Inc. • Cagayan de Oro City, Philippines

- Builds and maintains a good business relationship with customers especially MDs
- Ensure product movements
- Responsible for Sales Increase in Territory

- Responsible for MD Daily Coverage
- Ensure product inclusions in the Hospital and Trade Accounts
- Presents products to the MD
- Expand business in other territories/ areas

**Achievement:**

- Rookie of the Year

2015

**Collector Credit Investigator**

Radiowealth Finance Corporation • Butuan City, Philippines

*Dec 2013 - Oct 2014*

- Ensure Monthly booking
- Meet Monthly sales target
- Performs after sales support and monthly follow up visits
- Maintain good customer relationship
- Responsible for collections.
- Responsible for sales increase in the territory

**Loans Officer**

Evergreen Lending Co. Inc. • Butuan City, Philippines

*Apr 2011 - Dec 2013*

- Responsible for collections.
- Process Loan applications.
- Conduct Sales Drive.

**Account Officer**

Philmens Corporation • Butuan City, Philippines

*Apr 2008 - Sep 2010*

- Responsible for Loan applications.
- Remind clients due dates.