

JOPET HIQUIANA AQUINO

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Personal Summary

Driven Sales Associate with over 5 years of experience from local and overseas. Passionate about identifying customer needs, driving sales, and improving customer journey. Willingness to take on added responsibilities to meet team goals.

Work Experienced

Territory Execution Representative

July 16, 2021 – Present

Japan Tobacco International Philippines Inc.,Pangasinan, Philippines

- Successfully assisted 40+ customers per day with productive business transactions, and inquiries.
- Meeting Sales goals with average of 5% monthly incremental sales to achieve revenue growth.
- Promoting Point of Sales with Marketing and perform all functions regarding receiving, stocks and related tasks.
- Stock,replenish and organize inventory with accuracy and efficiency.

Sales Associate

Nov. 30, 2019 – Dec. 14, 2020

Saudi Paper Group, Riyadh, Kingdom of Saudi Arabia

- Created attractive merchandise display with strategic product placement.
- Manage inventory process by stocking and organizing products.
- Engaged with customers enthusiastically to drive sales.
- Maintain accurate and attractive merchandise display.

Van Salesman

July 09, 2017 – Aug. 19, 2019

Al-Othman Agri. Prod. and Proc.Co./NADA, Al Jouf Province, Kingdom of Saudi Arabia

- Rotated dairy inventory during restocking, checking expiration dates and placing items nearing expiration at front of shelves to prevent loss of inventory.
- Organized schedules, workflows and shift coverage to meet expected business demands.
- Tracked inventory usage, documented discrepancies and maintain overall count.
- Operated forklift to elevate or place merchandise in appropriate areas.

Van Salesman
Al Marai, Riyadh, Kingdom of Saudi Arabia

Dec. 22, 2014 – Dec. 28, 2016

- Followed standard operating procedures for regularly checking of expiration dates and inventory levels on merchandise, notifying supervisors of inventory needing disposal or reordering.
- Received dairy shipments and unloaded inventory into appropriate freezers, fridge and storage locations ,assisting managements with record keeping.
- Rotated goods inventory by following “first in first out” approach to keep shelves organized and well-stocked.
- Trained all new sales employee on effective sales, service and operational strategies to maximize team performance.

Education

College Level

B.S. in Electronics and Communication Engineering

Lyceum-Northwestern University, Tapuac District,Dagupan City,Pangasinan,Philippines

Skills

- Experienced in Marketing
- Forklift and light vehicle driving
- Multitasking, determined and hardworking
- Team Building
- Inventory Replenishment
- Merchandise Stocking
- Customer Service Skills
- Reliable and Punctual