



# MICHELLE GAVIRA

## Contact

### Address

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8000

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## Skills

Staff Management

Business Development

MS Office

Strategic and financial  
planning

Attention to Detail

Accomplished District business manager by possessing multifaceted experience and success re-energizing and restructuring organizations, developing strategic initiatives and capturing emerging business opportunities. Results-oriented, decisive leader adapt at forging lucrative relationships with key partners, vendors and clients. Recognized for turning around struggling company operations to achieve sustained growth. To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

## Work History

2017-03 -  
2022-02

### District Business Manager

*A. Menarini Philippines, Inc., Davao City*

- Chaired weekly meetings with executive leadership to identify opportunities for improvement, establish milestones, and tailor products to individual markets.
- Drove year-over-year business growth by 10% while leading operations, strategic vision, and long-range planning.
- Designed modern employee recognition program which boosted productivity and improved morale.
- Visited customer sites to deliver sales presentations both department or local societies and demonstrate products and services. Managed over 18 customers per day
- Exceeded targets by building, directing, and motivating high-performing sales team.
- Enhanced and redefined organizational structure to maintain competitive edge across territories.
- Created financial dashboards to provide insights into key performance indicators.

## Education

1995-10 -  
2000-10

### Bachelor of Science: Physical Therapy

*Philippine College of Health & Sciences - Manila*

## Accomplishments

- Supervised team of 10 aggressive and competitive territorial managers of Mindanao Region.
- Documented Key Performance Indicator per member and resolved YTD deficit which led to 10% growth year end to year end.
- Resolved product knowledge issue through weekly detailing and 1 on 1 product presentation during field work with at least 3 Key Opinion Leaders in Major Hospital
- Achieved staff retention of 5 years of handling the district through effectively helping with their strategic imperative activities, collaboration and cohesive team.