

# JAYVEE CRISPINO

## SALES ACCOUNT MANAGER

+250 899 6631

teacherjv061817@gmail.com

## PROFILE

With an extensive seven-year career as a Sales Account Manager, I bring a wealth of experience in consistently exceeding sales targets, building and maintaining client relationships, and driving business growth. My unwavering commitment to delivering exceptional results and ensuring superior client satisfaction defines my professional journey.

## EXPERIENCE

### SALES MANAGER

VSERVE | Alliance Consumer Group

2024

Sales manager leads a team of 15 sales ambassadors, focusing on skill development, task direction, and achieving sales targets. Emphasizes collaboration, support, and continuous learning for a positive work environment. Guides with strategic vision, communication, and motivation to inspire the team for exceptional results in a dynamic sales landscape. Prioritizes customer connections and inclusivity for success.

### SALES ACCOUNT MANAGER FOR BUSINESS

iSupport Worldwide | Truebrands

2022-2023

My core responsibilities included identifying and engaging prospective clients, nurturing existing client relationships, exceeding sales targets, and providing tailored solutions to meet clients' unique needs. I also collaborated with cross-functional teams to ensure seamless client support and satisfaction.

### SALES TEAM MANAGER

Alorica

2019 - 2022

I led and mentored a high-performing sales team, setting and monitoring sales targets, and implementing strategies to drive revenue growth. My role involved recruiting and training sales representatives, as well as coordinating team efforts to achieve collective sales objectives.

### SALES REPRESENTATIVE

Alorica

2016 - 2019

My primary responsibilities included prospecting for new clients, delivering persuasive sales pitches, and closing deals. I also provided exceptional customer service, addressed client inquiries, and maintained accurate records of sales activities to support the team's success.

### CASHIER AND FOOD SERVER

Teri Topps

2014 - 2016

As a frontliner in the food service industry, I handle cash registers and attend to customer needs as a food server. My role is demanding yet rewarding, contributing to a positive dining experience through efficient multitasking and exceptional customer service, making a difference in customers' lives.

## SKILLS

- Sales Expertise
- Relationship Building
- Communication
- Account Management
- Negotiation
- Product Knowledge
- Analytical Skills
- Problem Solving
- Time Management
- Team Collaboration

## EDUCATION

### BS MATH FOR TEACHERS

Philippine Normal University

2011-2015

### REFERENCE

Zenaida Pingol

Owner of Teri Topps

09178938021

Rocelle Solas

Manager ISupport

09360441478