



RYAN ESQUILONA MANLAPIG

CONTACT ME AT



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PERSONAL BACKGROUND

Age: 37 yrs. Old
Gender: Male
Birth date: July 22, 1986
Height: 5'8
Weight: 72kg
Civil Status: Single
Religion: Christian

EDUCATIONAL BACKGROUND

- Tertiary: Asian Institute
Technology Information
Technology
Programmer

CAREER OBJECTIVES

Seeking a Career that offers a vibrant workplace where I can use my solid sales experienced and proven customer-relationship strengths to achieve challenging sales goals. I wanted to be a part of a highly engaged and positive Company with a strong customer focus and giving motivation to deliver exceptional sales results. I can help myself to be more useful and be an asset of the growing COMPANY.

WORK EXPERIENCE

Designation: Postentioning

Freyssinet Filipinas Corporation

2006 -2010

- Buildings and Bridges lay-out cable and stessing for the cable and growthing, cut the cable and put packing of cement..

Sales Associates

Shoe Express- Landmark

Group

SHARJAH CITY CENTER

2012-2013

- Greet Customers with heartwarming gestures when entering in the establishment.
- Engage the customer through conversation.
- Determine the customer's needs.
- Suggestively sell additional items,
- Services that customer may not have anticipated theywill need.
- Ensure the store is neat, clean and organized throughout each business day.
- Obtain and handle payments in accordance with the organization's established procedures
- Acknowledge and greet customer that are with a close (ten foot) radius or ten seconds of arriving
- Informing them about features and benefits of the product

TRAININGS

- Product Knowledge
- Art of selling
- Oracle Point Of Sales
- Customer Service
- Shukran Customer Loyalty Card
- Stock Inventory Management
- Outfit Building
- Business
- Pack Analysis
- Commercial Report
- Shukran Ambassador
- Great Understanding

KEY COMPETENCIES

- Planning
- Organizing Skills
- Multi- tasking
- Teamwork
- Initiative
- Communication Skills
- Able to work under pressure
- Managing performance and sales
- Data Process

REFERENCES:

- John Michael V. Oro
Supervisor
- Alberta Canada

Sales Associates

Shoe Express- Landmark Group

Mirdif City Center Dubai

2017 - 2019

- Achieve the present companies KPI's for the store and brand that I am positioned in.
- Attend trade shows to identify new services and products.
- Coach, train, counsel, recruit and discipline employees.
- Evaluate on-the-job performance of sales team.
- Identify future and current trends that appeal to consumers.
- Ensure merchandise ready to be displayed clean.
- Approve contracts with vendors. Ensure items are in stock and maintain inventory.
- Commercialize the new trend; coordinate to the in store visual merchandiser Analyze financial and operating statements for profitability ratios.
- Ensure promotions are in with company's standards.
- Utilize ICT for data analysis, to record sales figures and forward planning.
- Formulate pricing policies, Daily Coupons, Store Displays Track the daily, weekly and monthly sales.

Designation: Till Assistant

Qatar Airways Duty Free

SN-1000

2023- Present

- Duty Free Assisting the Customers and Cashier

I hereby certify that the above information is true and correct to the best of my knowledge.

Ryan Esquilona Manlapig