

## JOSEPH DENZEL T. MANGASIM

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### OBJECTIVE

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A dedicated sales professional with over 3 years of experience in a fast-paced, customer-oriented environment. Possesses excellent management skills with a proven track record of working cross-functionally to surpass set goals and expectations. I am currently managing our family-owned farm in the Philippines and supervising its farmers and their harvest.

### EDUCATION

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#### De La Salle University, 2019

Cavite, Philippines

Bachelor of Arts: Development Studies

### WORK HISTORY

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#### Self-Employed

April 2023 – Present

Laguna, Philippines

#### Farm Owner

- Maintains a seven-acre farm lot that harvests crops and raises livestock.
- Cared for livestock, including feeding and cleaning.
- Assisted with planting and harvesting crops, resulting in an increase in production and turnover of sales.
- Sells fruits, vegetables and farm animals to various customers.
- Monitors and records the work of farmers and care takers in the farm

#### Access Healthcare

October 2022 – April 2023

Taguig, Philippines

#### Client Partner, Claims

- Acted as a communicative liaison for patients following up on their claims with health insurance companies.
- Dealt with major health insurance companies such as Emblem Health, Blue Cross Blue Shield & Aetna
- Worked on 80 different cases per day, and also performed timely follow ups on existing cases.

#### Arvin International Marketing, Inc.

January 2020 – September 2022

Macapagal, Philippines

#### Business Development Associate, Sales

- Managed over 200 clients from the regional area of Calabarzon, Philippines
- Conducted field work with regional clientele on a weekly basis.
- Sold industrial salt, rice grains and other goods direct to consumer and key distributors, consistently hitting monthly and annual sales goals.
- Held weekly touch base meetings with the upper management to discuss recent sales and projections.

#### De La Salle University

September 2018 – December 2018

Cavite, Philippines

#### Intern, Patent Researcher

- Reviewing the thesis project of each graduating student and reaffirming its originality
- Responsible for completing documents to send out student thesis to the Intellectual Property Law of the Philippines

### SKILLS

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- B2B Sales
- Sales Generation
- Sales Presentations
- Product & Service Knowledge
- Maintaining Customer and Client Relationships
- Time Management
- Problem-Solving Skills