



Lawrence Lansangan

Virtual Assistant, Sales, Marketing and Customer Service, Financial Advisor, Insurance Expert.

A career experienced for almost 15 years that can effectively contribute to the operations in leading profits increased to the companies. Hardworking professional where I can share my knowledge, expertise and passion in Sales, Marketing and Customer Service, Software related work, Financial Advices and Insurance Expert.

Contact

Phone

+639271351140

Email

lawlansangan@gmail.com

Address

Block 2 Lot 2 Dona Ruperta St. Lourdes Heights Subd. Brgy. Del Rosario, City of San Fernando Pampanga 2000

Education

2003-2007

Bachelor of Science Major in Information Technology
Angeles University Foundation
Pampanga Philippines

Tertiary Education

1999-2003

St. Ann Colleges Pampanga Philippines

Expertise

- Salesforce
- Sales and Customer Service
- Programming
- Financial Advisor, Insurance and Investments
- Automotive Skills
- MS Office, Google Suite, Canva, Mailchimp, Digital Marketing and Advertising

Language

English

Tagalog

Experience

○ May 2016-Up to Present

Philippine Axa Life Insurance Corporation

Bancassurance Sales Manager

Monitor and identify clients and maintain client base through efficient interactions with clients and analyze any changes in clients needs. Coordinate with prospects to understand individual client requirement and recommend plans to ensure achievement of all objectives. Develop financial strategies and plans and recommend specific products to clients. Evaluate prospect requirements of clients and determine qualified leads through efficient networking and cold calling. Develop and maintain relationship with business owners, individuals, corporate executives and influential personnel with client. Supervise all finance sales process and manage multiple responsibilities.

○ May 2016-April 2019

Philippine Axa Life Insurance Corporation

Unit Manager

Responsible for running respective units which include and not limited to recruitment and training of sales agents in their respective units. Expected to deliver new business as per the set budgets, retention of existing business in books, maintain and grow the relationship with the clients and agents through the provision of excellent Customer Experience. Setting out relevant plans for the unit. Recruit and retention of sales agents. Implementing training programs to support skill development and competence. Effective monitoring and evaluation of the sales agents. Ensure sales agents have the necessary support systems to assist them deliver their budgets. Implementing tools and systems to manage time, activities and desired results.

Experience

December 2013-May 2016

Philippine Savings Bank

Dealer Coordinator

Responsible for securing auto loan applications to car dealerships for approval and assessments. Coordinating with car dealerships on a day to day basis.

November 2012-December 2013

Hyundai Pampanga Philippines Inc.

Sales Consultant

Responsible for selling new vehicles to customers, also responsible for inspecting, preparing and presenting the vehicle to customers.

June 2007-October 2012

Carworld Inc. Pampanga Philippines

Service Advisor

- Works in car dealership and liaison between the customer and the service technicians in regards to vehicle problems. Ensure professional performance of all services functions and provide excellent customer service to clients. To maximise service sales and profitability by selling core, value added and incremental products.
- Meets and greets customers, service reception
- Ensures proper qualification of and total understanding of customer needs and requirements
- Advises customers of estimated costs of repair and work to be undertaken.
- Advises customers of predicted completion times and payment and collection arrangements
- Keeps customers fully informed as to service progress on their vehicle
- Explains work performed and charges to customers.

AWARDS AND ACHIEVEMENTS:

TOP SERVICE ADVISOR (CARWORLD INC.) SEPT 2008

LTI QUALIFIER (AXA PHILIPPINES) OCT 2019

TOP 3 FSS (AXA PHILIPPINES) DEC 2019

LICENSED FINANCIAL ADVISOR MAY 2016-PRESENT

References are available upon request.