

EDWARD E. OLANGO

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CAREER OBJECTIVE

To work in Canada to enrich mine and my family's life. To be able to work for a progressive company where I can use my skills, drive and enthusiasm for your company growth

SKILLS

- Customer focused
- Sales Driven
- Proficient in Microsoft Word Excel
- Licensed commercial vehicle driver
- Positive approach
- Account management

WORK EXPERIENCE

APRIL 2018 – PRESENT

OPERATIONS MANAGER, Owner E&G ENTERPRISES & TRUCKING SERVICES

- Developed and responsible to delegate a healthy and safe work environment to my people
- Engage Trucking services Driving own 10wheelers truck to provide our customers quality deliveries on time
- Picking up our own flour around 25tons to another province 288.3 KM vice versa round trip on twice a week basis or depend on flour requirements.
- Continues on daily deliveries on Key Cities to provide quality services on our customers

May 2015- March 2018

Operations Manager, Owner GECC Distribution Coca Cola Products / Beverage Products

- Focus on beverage products to ensure proper inventory
- Searched for potential stores & developed in store placement of product
- Merchandised in store displays
- Continuously on daily route sales from store-to-store transaction on six-wheeler truck

April 2011-Feb. 2015

Distributor Manager, Ideal Macaroni & Spaghetti Factory Inc.

- Responsible for Regional Distributor from NORTH MINDANAO particular in Key Cities and Provinces
- Develop National Key Accounts: SVI Super market, Robinson Super market, Shopwise Super market, Rustans Super market & Pure Gold Super market
- Initiate both National & local programs, for Super market and Grocery stores.
- Conduct weekly meeting with Sales team & Monthly meeting concerning Issues & concern from Trade accounts, etc.
- Initiate and implement on Product Saturation & Availability for Both Super market & Grocery stores, especially on Public Market saturation.
- Conduct Business review to Regional Distributor on monthly & Quarterly bases
- Focused on Sell-in and Sell-out plan allocation for my NKA accts. & Regional distributor for NORTHMINDANAO area.
- Increase Ave. sales volume 1.5M up to 4M from 2011-2014 266% increase

AUG. 2009 – JAN. 2011

Distributor Specialist/ Key Account Manager, DELFI Marketing 'GOYA'

- Responsible for handling Regional Distributor covering Key Cities and Provinces
- Handling National key accounts: Super Market branches, Robinson Super Market, Grocery Chain & Mercury drugs branches.
- Execute weekly & monthly meeting with Sales Person under local Distributor regarding on Trade account issues & concern.
- Execute National & local programs to Regional Distributor and Super market accounts.
- Develop Bad Order / Account Receivable management and closely monitor on weekly inventory, closely monitor Sales to trade / Monthly target average.

Aug. 2006 – July 2009

Business Develop Manager, Mandom Philippines Corporation 'Gatsby WAX'

- Responsible for three Regional Distributors from Key Cities & Provinces.
- Handling National Key Accounts: Super Market branches, Robinson Super Market & Mercury drugs branches.
- Conduct weekly meeting with Sales Person from National Distributor & Regional Distributor.
- Conduct monthly cycle meeting with Regional Distributor & National Distributor.
- Develop and focus on brand awareness, product saturation & stocks availability

May 2003- July 2006

Key Account Specialist, New Zealand Milk Phil. Anchor Milk | MCR Distribution

- Handling Super markets & Grocery stores covering Key Cities and provinces
- Develop and maintain sales volume & availability to trade accounts.
- Maintain AR management / B.O management to trade accounts.

Feb 2002 – April 2003

Delivery Team & Crew JOLLIBEE Food Chain

Responsible for daily Check up on motorcycle delivery every morning and prepare all units for morning deliveries, provide good quality deliveries on time from customers also maintain cleanliness on working areas.

June 1998 – Jan. 2001

FISH Dealer

Responsible for fish deliveries from market-to-market place driving a six wheelers truck also responsible for ICE Plant pickup around 5Tons for the fish re-ice, it's a day to day obligation a daily routine responsibility to give our customers a quality fish.

EDUCATIONAL BACKGROUND

Secondary : Cagayan De Oro College
Primary : Xavier University

High School
Grade School

SEMINAR / TRAINING ATTENDED

2002	Food Handler	City Health, Cag. De Oro
2003	2 nd Conference	New Zealand Milk Phil., Fonterra Mandarin Hotel, Makati City
2008	2 nd Conference	Mandom Phil. Corp. Gatsby Hyatt Regency Hotel, Manila
2009	3 rd Conference	Mandom Phil. Corp. Gatsby Phil. Plaza Hotel Sofitel, Manila