



Rose Carmelle De Joya
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Objective

To learn more as I grow in a company or with an employer who is willing to give me a chance to improve and use many other skills that I have and am willing to learn, if given the opportunity.

Work Experience

MMD Distribution Philippines, Inc
Territory Account Manager
March 2020-Present

- Develop good relationship with the resellers by doing productive and effective sales calls and store/office visits
- Manage the Inventory of each productlines
- Monitoring the sales out of the Visayas and Mindanao Key Accounts
- Should provide fast and accurate feedback on customer's needs
- Implementation of all marketing programs
- Assist in AR Collections
- Make sure that individual revenue targets are met on a quarterly basis.
- Conducts a monthly forecast.

VST-ECS Phils., Inc. (former MSI-ECS)
Channel Sales Executive
July 2017–February 2020

- Develop good relationship with the re-sellers by doing productive and effective sales calls and store/office visits
- Should provide fast and accurate feedback on customer's needs
- Implementation of all marketing programs
- Assist in AR Collections
- Make sure that individual revenue targets are met on a monthly basis.
- Conducts a weekly pipeline review to ensure a healthy funnel.

NgKhai Development Corporation-Premium Concepts

Retail Sales Coordinator

April 2016-March 2017

- Prepares and delivers everyday sales report of the 5 branches.
- In charge for the application of analyze sales trend and propose systems and strategies from the collaboration of the marketing department to improve sales performance.
- Monitors weekly and monthly sales by utilizing computer programs and applications to generate reports.
- Supervises the condition of stores, products and the performance of personnel-in-charge in the outlets.
- Creates the monthly schedule of the store personnel.
- Manage the Company's products in Lazada Online Shop.

On the Job Trainings

- Communications intern at Mega Cebu, August 2015-October 2015
- Human Resource and Marketing intern at Tri-J Marketing Inc. and Tire Supply, November 2015-February 2016

Educational Background

COLLEGIATE

University of San Jose-Recoletos (2012 - 2016)
Bachelor of Arts in Liberal Arts and Commerce
Major in Communication and Marketing

Secondary

Saint Michael School of Argao, Cebu (2008-2012)

Skills

- Good organizational skills
- Good written and verbal skills
- Critical Thinker
- Can respond well to stress and not easily distracted
- Possesses camaraderie and goodwill
- Work in a fast paced and dynamic environment
- Proficient in MS Office(word, powerpoint, excel)

Achievements/Awards Received

2015-2016 Cumlaude
2016 Second place in Choral Reading
2015 Dean's Lister, First Semester
2013-2014 Dean's Lister
2012- 2013 Dean's Lister

Organization/Affiliations

LIACOM Year Representative 2015-2016

LIACOM Circle member 2012-2015

Personal Reference

Ms. Noemie Palo

Vice President

MMD Distribution Philippines, Inc.

09178597203

Mr. Jack Salamia

Marketing Manager

MMD Distribution Philippines, Inc.

09985367234

Ms. Kim Lea Lagatuz

Accounting

MMD Distribution Philippines, Inc.

09178002359