



STEVEN MARK JOSEPH R. HUENEFELD

Manila, Philippines

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CAREER OBJECTIVES

To secure a long-term position in your company where I can achieve the best margins by working effectively with sales-related departments and maximizing my knowledge and skills in the Sales and Marketing Industry.

PROFESSIONAL SKILLS

- ❖ Communication skills
- ❖ Teamwork skills
- ❖ Time management
- ❖ Problem-solving skills.
- ❖ Creativity
- ❖ Interpersonal skills
- ❖ Leadership skills
- ❖ Upselling Technique

EDUCATIONAL BACKGROUND

Tertiary:

Colegio De San Lorenzo | Manila, Philippines

Bachelor of Science in Business Administration

2010 - 2013

Our Lady of the Angels Seminary | Manila, Philippines

Bachelor of Arts in Philosophy

2009 - 2010

AMA Computer University | Manila, Philippines

Bachelor of Science in Computer Science



Steven Huenefeld



Philippines

Bachelor of Science in Business Administration
2005 - 2007

Secondary: **St. Raphael Academy | Albay, Philippines**
2001 - 2005

WORK EXPERIENCE

JSA Printing Supply | Manila, Philippines
Account Manager
2013 - Present

Responsibilities:

- Lead conversion from numerous marketing channels
- Actively looking for possibilities to upsell and cross-sell to existing customers
- Management of customer relationships
- Development of new accounts
- Achieving growth and hitting sales targets by successfully managing the sales team
- Designing and implementing a strategic sales plan that expands the company's customer base and ensure it's strong presence

CHARACTER REFERENCE

Amador Enrico Arao
Chief of Staff - Congress
0977-331-9443