

# Robin Joseph Gustilo

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## Summary

To be able to contribute to the growth and success of the company by engaging my skill and knowledge, and by working in a collaborative environment with focus on helping to achieve work goals, and at the same time developing personally. Committed job seeker with a history of meeting company needs with consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges.

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## Skills and Character

- History of achieving time-specific targets
  - Have a positive attitude and an incredible work ethic.
  - Good level of practical and commercial expertise
  - Trusted resource for my clients and colleagues
  - An analytical and creatively logical thinker
  - Sound judgement and high emotional intelligence
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## Job Experience

### MEAT CUTTER

- Receiving daily Meat/Carcass.
- Inspecting the meat if there are possible irregularities.
- Cleaning and Sanitizing of tools and equipment needed to use for the day, including selling area.
- Cut, trim, skin, sort and wash viscera of slaughtered animals to separate edible portions from offal.
- Prepare cuts of meat in preparation for daily selling.
- Cleaning the area and tools used before closing the working/selling area.

### TRADE MARKETING OFFICER

- Improve forecasting process for new products.
- Analyzed sell-through data to identify market trends and opportunities.
- Promote and protects the brand identity.

### BUSINESS DEVELOPMENT OFFICER

- Eleven (11) years' skilled experience in sales
  - Experienced in managing the outreach and qualification processes for the clients.
  - Experienced in conducting market territory and market-specific research.
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- Worked with the Sales Leadership to develop and grow the sales pipeline.
- Experience in managing data of prospective clients in our system, ensuring all communications are logged and information is accurate.
- Identified and built lists of potential clients and be the first point of contact with them, continuing the contract through to completion.
- Collaborated with the upstream (Marketing) and downstream (Accounts) functions to ensure we continuously improve our prospecting and sales process.
- Provided accurate reports to management analyzing progress and suggesting ways to improve performance.
- Proactive approach to sharing ideas and best practices in order to find new and better ways to contribute to the ongoing growth of the company.
- Report on trends and analyses prospect feedback.
- Relationship Building
- Computer Proficiency including use of Microsoft Office
- Team Collaboration
- Marketing Strategy

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## Employment History

➤ July 2022 to Present 2024

### **E.R SOSON'S CHICKEN & MEAT TRADING, and ISMAEL DRESSED CHICKEN**

Both stalls to one Proprietor Owner - Guagua Public Market Pampanga, Philippines

#### **MEAT CUTTER**

- Full Time Contract - From July 23,2022 to present, working hours 11:00 PM - 7:00AM Six days a week from Tuesday to Sunday.

➤ April 2023 to November 2023 (Flexible hours)

### **SEANLUC INCORPORATED** – Main Office in Valenzuela City, Philippines

#### **TRADE MARKETING OFFICER** – North Area

- Created proposals for service and product strategies based on marketing data.
- Kept marketing team informed of latest analytics and metrics through regular reporting.
- Summarized raw data and analyses and made recommendations based on findings.
- Shelf Stocker - stacking and filling shelves and display areas in supermarkets and other retail outlets.

➤ Covid Pandemic time – flexible working hours from March 2020 until 2023 – work from home

➤ June 2012 to April 2023

**REGAN INDUSTRIAL SALES INC.**

**BUSINESS DEVELOPMENT OFFICER**

- Tasks are outlined above cited in my experience being 10 years with Regan as my company.
- Managing clients, sales leadership and negotiation or licensing agreements, and finding business partners and qualifying them to company's process. Alongside collaboration with marketing and accounts, and colleagues to complete and improve transactions, and asking feedback.

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## Education

**Degree:** BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION (BSBA)

**Major in:** FINANCIAL MANAGEMENT

**Involvement:** Class Lead & Treasurer

**College:** GUAGUA NATIONAL COLLEGES,  
Guagua, Pampanga, Philippines  
Year of completion: 2011

**Secondary:** BECURAN HIGH SCHOOL  
Becuran, Sta. Rita, Pampanga, Philippines  
Year of completion: 2007

**Primary:** SAN VICENTE ELEMENTARY SCHOOL  
San Vicente Ebus, Guagua Pampanga  
Year of completion: 2003

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## Seminars

- **Servant of Leadership**  
GNC Auditorium - Guagua National Colleges - January 24, 2011
- **Leadership And Total Quality Management**  
GNC Gozo Auditorium - Guagua National Colleges - February 17, 2010
- **The Financial Manager in Today's Business Environment**  
Guagua National Colleges - February 04,2011

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## Trainings

➤ **TESDA Technical Education and Skills Development**

• **Global Experts School of Science and Technology (GLOBEX)**

Monday – Friday Training Daytime from 1:00 pm - 5:00 pm (35 Days)

Date: April 20, 2022 - June 7, 2022 (day shift)

• **Philippine Abattoir Development Corporation on the Job Training (PADC) & Caloocan Slaughterhouse**

Monday - Friday Training at Nighttime 10:00 pm - 2:00 am (35 Days)

➤ Date: April 20, 2022 - June 7, 2022 (night shift)

➤ **TESDA Vocational Training Inclusions (GLOBEX & PADC):**

- Use of Personal Protective Equipment (PPE) for personal safety
- Tools and equipment preparation needed for slaughtering procedure.
- Hygiene and Preparation of work area: Ensuring a clean, neat and organize work area.
- Food Safety: Observing and maintaining company sanitation and food safety standards.
- Identifying Hazards: Keep work area clear and safe.
- Perform stunning, shackling, dehairing, open chest, open pelvic, gambrelling, evisceration and splitting.
- Weighing all meat items in accordance with specified procedures outlined by standard practices.
- Reporting Accidents: Handling and reporting any accident cases immediately no matter how minor.

➤ **Other Trainings:**

**GUAGUA RURAL BANK**

San Vicente, Sta. Rita Pampanga November 8 - January 21, 2011

**HIGH SCHOOL OFFICE - On the Job Training**

Guagua National Colleges July 26 - September 24, 2021

**GUAGUA NATIONAL COLLEGES SAVINGS BANK - On the Job Training**

Simulation Bank July 05 - July 23, 2010

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## Supplementary Information

- **Driving License:** Hold a valid full Philippines driving license.

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## References

- Available upon request