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I would like to be hired in any position available to fully utilize the skills I have gained from my work experience while contributing significantly to the team and providing top-notch service to the customer.

HIGHLIGHTS

- Almost 20 years of experience and an impressive record of achievement in the field of sales.
 - Ability to work quickly and accurately in fast-paced environments.
 - Possess strong leadership skills and an active listener to the team.
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WORK EXPERIENCE

Team Leader

Natasha Sales and Marketing
Corporation

Direct Selling Company

Retail and Whole Sale Company

June 2023- November 2023

- Assist in developing, performing, and maintaining the activities in the branch.
- Responsible for the day-to-day activities of his/ her team.
- Direct the team to attain everyday and monthly sales targets.

Branch Manager

Marikina Shoe Exchange

Corporation

Direct Selling Company

Retail and Whole Sale Company

June 2008- May 2023

- Oversees the operation in the branch.
- Manage the branch and staff.
- Sets targets and attain goals.
- Mentoring staff and leading the team.
- Responsible for reports, and analyzing financial records.
- Focus on how to grow sales, improve excellent customer service and lead by example.
- Negotiates directly with wholesalers and resellers to resolve pricing issues, quality issues, product complaints, or credit issues.
- Ensure all HR related policies and procedures comply with standard legal practice.
- Manages the warehousing and inventory activity of the branch making sure that FIFO (first in first out basis) practice is in place and LIFO (last in first out for newly arrived damaged SKUs or as per advice) is practiced.

- Effectively and efficiently manages the branch's logistics and dispatch ensuring that deliveries/shipments are made at the most expedient time, at the least possible cost and with no damaged goods.
- Efficient cost management of the branch operations ensuring that all the "avoidable and controllable costs" are reduced.
- Conduct interview, training, events, and communicate company's policies.
- Implement fair compensation and benefits.
- Responsible and accountable for the immediate remittance of collections through direct deposit to MSE's bank.

Team Leader

Marikina Shoe Exchange Corporation
Direct Selling Company
Retail and Whole Sale Company
April 2005- May 2008

- Assist in developing, performing, and maintaining the activities in the branch.
- Responsible for the day-to-day activities of his/ her team.
- Direct the team to attain everyday and monthly sales targets.

Sales Staff

Marikina Shoe Exchange Corporation
Direct Selling Company
Retail and Whole Sale Company
November 2003- March 2005

- Process and encode orders of members.
- Responsible for developing new business and generating sales.

ACHIEVEMENTS

- **Employee of the Month**
Marikina Shoe Exchange Direct Selling Company
April 2004
- **Employee of the Month**
Marikina Shoe Exchange Direct Selling Company
September-October 2004
- **Team Leader of the Year**
Marikina Shoe Exchange Direct Selling Company
2016
- **Team Leader of the Year**
Marikina Shoe Exchange Direct Selling Company
2017

EDUCATIONAL BACKGROUND

Tertiary

Pamantasan ng Makati
Bachelor of Science in Business
Administration
Major in Marketing
Fort Bonifacio, Makati City
1996-2000

Secondary

Pateros National Highschool
Pateros, Metro Manila
1992-1996

Elementary

Pembo Elementary School
Pembo, Makati City
1986-1992