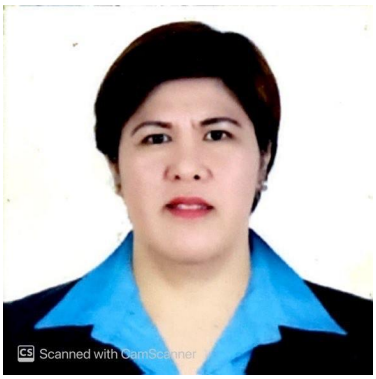
PINKY BALITAAN MONTALBO
Blk 6 Lot 20 St. Athanaius St. Phase II Boomtown Subdivision Manghinao Proper Bauan Batangas
E-mail Address: pinkybmontalbo@gmail.com
Mobile No. +639175516177 0r +639176886980



SUMMARY

- Extensive background in retail selling and promotions.
- With high customer service experience
- Develops and maintain a positive relationship customers/clients and customers in high- volume, fast-paced operations.
- Proven ability to handle different kind of customers.
- Well-motivated and flexible person who can work effectively in any type of individuals.
- Patient, punctual towards work friendly, courteous and helpful towards others.
- Honest and hard working, able to work with minimal supervision.
- With strong leadership skills and has the ability to motivate team.

JOB OBJECTIVE

To land a challenging position that could utilize my qualification, work related experiences, and acquired capabilities. To have the opportunity to maximize my potential for career advancement in line with company's goal.

WORK EXPERIENCES:

SERVICE SALES SPECIALIST
Globe Telecom Inc.
Citimart Bauan Micro Store Philippines/ Globe SM Batangas
April 31, 2001 to April 12, 2023

- Lead and guide the store to achieve a 0% compliance in all transactions
- Helps and do some brainstorming with the Retail Manager on how we can get our store to perform better on a daily basis
- Analyzing the root cause of store challenges "if there is" and provide solutions on it
- Do some store reports that will send to Regional Area Head especially when Retail Manager is not around
- Monitor all store transactions from sales, admin, custodian, and cashiers
- Familiarize the team with the customer needs
- Motivate and inspire team members
- Helps store in achieving the monthly target in terms of sales referral came from our customer
- Do some sales blitz also if necessary
- Maintain healthy group dynamics
- Trains new member of the team Collaborates with the Sales Team Leader in formulating and implementing marketing strategies and actions plans to enable the sales team achieve or exceed targets.
- Performs sales blitz to support the in-store quota.

AMS, INNOVE COMMUNICATION INC.
Globe Telecom Inc.
July 1, 2005 to December 31, 2005
Globe SM Batangas

- Lead and guide the store to achieve a 0% compliance in all transactions
- Focus is on sales production, providing sales strategies and execution
- Analyzing the root cause of store challenges "if there is" and provide solutions on it
- Familiarize the team with the customer needs
- Motivate and inspire team member
- Maintain healthy group dynamics

CUSTOMER SERVICE ASSOCIATE
Globe Telecom Inc.
July 23, 1999 to April 31, 2001
Globe SM Batangas

- Motivate and inspire team members to perform at their best in terms of sales production
- Helps store in achieving the monthly target in terms of sales referral came from our customer
- Manage subordinates. cashier and shop specialist
- Maintain healthy group dynamics
- Received deliveries and monitor all products and accountable of store

ACADEMIC BACKGROUND

Tertiary: St. Bridget's College
Batangas City
B.S. Commerce Major in Management
March 1995

Secondary: St. Theresas's College
Bauan Batangas
Secondary Education
March 1990

Primary: Bauan East Central School
Bauan Batangas
Elementary Education
March 1986

PERSONAL INFORMATION

Age	50
Birthdate:	April 12, 1973
Civil Status:	Married
Height:	5’ 3”
Weight:	72 Kg
Citizenship:	Filipino
Religion:	Catholic
Name of Husband:	Adriano Gil Silva Montalbo
Occupation:	Retired

CHARACTER REFERENCE

Marcellus Jerome Igmat
Retail Manager
Globe Telecom SM Batangas
+639175057665
email: marcellusjerome@yahoo.com

Mellow Jane Kalaw
Asst. Retail Manager
Globe Telecom SM Batangas
+639175882641
Email: mrkalaw@globe,com,ph

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Pinky B. Montalbo
(Applicant)