

# ISAAC JACOB SUAYBAGUIO

## SALES TRAINER

DECEMBER 5,1995

Plan, develop, implement and evaluate training and development programs for company sales staff. Work with Training Manager and Sales Marketing Managers to design, develop and or deliver advanced sales manager training programs and experienced sales content.

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### SKILLS

- Communication
  - Prospecting
  - Active Listening
  - Objection Handling
  - Presentation Skills
  - Storytelling
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### EDUCATION

#### HIGHSCHOOL

University of San Carlos (North Campus)

#### COLLEGE

University of San Carlos (Main Campus)

-2nd. year Business Administration Major in Marketing

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### EXPERIENCE

#### **OPENLOOK SOLUTIONS 2015 - 2016**

Takes Outbound calls to renew subscriptions for magazines.

#### **CASTING360 2016 - 2017**

Takes inbound calls to register as a talent for entertainment industry

#### **411 BPO 2017 - 2022**

Takes Inbound and Outbound calls to help small and medium size business by providing SEO Promoted as a team leader after 6 months Promoted to the OMC department last July 2018 Promoted as a Sales Trainer

#### **WOLFSON EQUITY 2022 - CURRENT**

Email management, Calendar management, Cold Calling.

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### CONTACT

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