



Jefferson Garcia

Sales and Marketing

To secure a responsible career opportunity to fully utilize my training and skills, while making significant contribution to the success of the company.

Experience

March 6, 2024 to

PresentHatasu EBike Philippines

Key Account Manager

As Regional Sales officer supervisor is responsible for sales and marketing development, improve the penetration and their selling skills and hit the sales target on a monthly basis, monitor daily sales movement and sales pipeline which include the daily branch visit to dealers. Conduct product presentation and insure that all our products are available and visible in our showrooms.

May 16, 2022- Dec.31, 2023

Laus Group of Companies Inc.

Sales Head-Chevrolet Dagupan

Retail Managers are responsible for a variety of duties including managing overall store operations, recruiting and scheduling employees, training and evaluating employees, check inventory vehicle parts and accesories from sell out to sell-in also following up on work results and other. Develops forecasts and strategies to achieve sales at price levels to ensure profitability.

August 20, 2019-April 30, 2022

Grand Canyon Multi-Holdings Inc.

Senior Sales Executive-Subaru /MG

Sales Executive are responsible for a variety of duties including training and evaluating new hired sales agent as thier senior sales, give customers information about products and services, Daily monitor Leads or prospects client's and Develops forecasts and strategies to achieve sales at price levels to ensure profitability.

August 1, 2017-July 1, 2019

Promosphere Inc.

Field Operation Specialist-Chowking Stores

Field Operation Specialist"FOS" are part of marketing assistance of chowking companies to conduct surprised store visit of chowking store for the area of Pangasinan, baguio, Abra and Ilocos sur, Norte in daily route, if all chowking store's are complying to implement for the new marketing board set-up's and materials.

Oct. 17, 2016-July 15, 2017

LTHFood Industries Incorporation-Jersey Condensed

Sales Distributor Specialist

- Area covered Pangasinan, La-Union, Baguio
- Ensure the achievement of sales, Distribution and collection objectives.
- Work closely with sales team in executing plan and ensure concise communications on the business objectives and plans.
- Achieve measurable sales & Company targets through close monitoring and closely working with sales team/areas responsibility.
- Conducted monthly business review to the Distributor and sales team.
- Recommended specific promotional deals to Distributor that will speed up product off take.

Contact

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Address

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Pangasinan

Education

2010

**Information Technology in
Computer office management**
St. Joseph College of Sindangan

2006

High School Graduate
Calasiao comprehensive national H.S

2002

Elementary Graduate
Pasig Elementary School

Personal Background

- Born July 06, 1989
- Married
- Roman Catholic

Language

English

Tagalog (Lokal language)

Pangasinense (Lokal language)

Visaya (Lokal language)

Kapampangan (Lokal Language)

Expertise

- MS Office Skills-Word, Excel, Power Point, Publisher Technical troubleshoot
- Computer Graphic Designer and editor
- Professional Salesman Agent
- Visual Design
- Non-Pro Drivers License

Experience

- Trained and managed sales force thru classroom setting and field coaching.
 - Managed the proper time, coverage plan and pre-selling activities.
 - Ensure the stock inventory from distributor is distribute to trade.
 - Ensure weekly purchased order from distributor.
 - Managed the proper motivational program through sales contest, sales incentives etc.
 - Managed outstanding balance with prescribed credit line and terms.
- Managed of aging accounts and implements remedial measures for delinquent customers

April 16, 2016-Oct. 15, 2016

Pronto Distributor Marketing Services, Inc.

Key Accounts Specialist

- Area covered Pangasinan, La-Union
- Ensure the achievement of sales, Distribution and collection objectives.
- Achieve measurable sales & company targets through close monitoring.
- Managed proper time, coverage plan and pre-selling activities.
- Ensure to hit monthly target.
- Providing aggressiveness to increased purchased order and sales growth.
- Recommended specific promotional deals to trade that will speed up product off take.

May 25, 2011-April 15, 2016

Golden ABC Inc.

OIC/Store Custodian

- Assign Mall CSI Lucao
- Ensure the achievement of sales, selling and push promo objectives.
- Achieve measurable sales & company targets through closed monitoring.
- Managed and trained sales staff to achieve monthly sales target.
- Conducting weekly and monthly report.
- Analyze merchandise past movement and slow movement to ensure past track sales growth.
- Monitoring merchandise inventory to ensure replenishment.

Oct.15, 2010-April 15, 2011

Philippine Seven Corporation (7 Eleven)

- Assign area Clark Pampanga
- Ensure the achievement of sales, selling and push product promo objectives.
- Replenishment stock upon delivery receives.

Reference

Jerick Calimlim

Branch Manager-Bank of Makati

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