



My resume

JONEL C. SOLO JR

Personal

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Personal Summary

An experienced branch in charge and sales representative with exceptional customer service and sales skills seeking to provide premier service to clients in order to strive for customer satisfaction.

Personal Skills

- Strong leadership skills, excellent in communication skills both verbal and written, and have a deep understanding of sales principles and techniques
- Strong interpersonal skills and be able to work well either alone or in a team environment
- Able to multitask and work efficiently in a fast-paced environment
- Strong analytical skills and negotiation abilities

Work Experience

Falcon Pack, Dubai, UAE

Branch-In-Charge / Sales Representative | Jul 2017 - present

- Overseeing the sales operations of the branch
- Managing a team of sales representatives
- Achieving the sales targets
- Developing and implementing sales strategies
- Ensuring that the branch meets its revenue goals
- Building and maintaining relationships with clients, identifying new business opportunities, and providing excellent customer service

Bindawood Group of Companies, Jeddah, Saudi Arabia

Sales Associate | Dec 2014 - Dec 2016

- Providing excellent customer service to shoppers
- Greet customers, answer their questions, and help them find the products they need
- Responsible for stocking shelves, organizing displays, and maintaining a clean and orderly store environment
- Provide customers with information about the products, including their features, benefits, and pricing
- Able to handle customer complaints and resolve any issues that arise

Del Monte Philippines, Rizal / Nestle Corporation, Philippines

Corporate Merchandiser | June 2012 – June 2014

- Analyze market trends and consumer behavior to identify opportunities for new products or improvements to existing ones
- Work with suppliers and manufacturers to negotiate pricing and ensure that products are delivered on time and within budget

Education

University of Rizal System of Binangonan Rizal

2006 – 2010 | BSIT/Computer System Technology (Hardware)