



# RONEL FAGUTAO ALFARO

"Seeking a challenging career, to gain more experience, that can utilized and enhance my educational back ground, as well as my skills and knowledge."

## Salesman

### WORK EXPERIENCE

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#### Sales / Consultant

JUNE 20, 2021 - Present

#### Shurooq Immigration Services (Dubai World Trade Center)

- Sell the services and solutions that the company/manufacturer offers.
- Maintain and grow a strong client base.
- Focus on your performance, not just responsibilities.
- Strong negotiating and selling skills.
- Being computer literate in software such as Microsoft Word/Excel.
- Being calm when dealing with customer complaints and issues.
- Working well as part of a bigger sales team but also be able to deliver and work independently.

#### Sales Representative/CASHIER

JUNE 03, 2019 – MAY 31, 2021

#### Toy For Less (Al Barsha Dubai)

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.

- Can handle multi-tasking, computer literate and fast learner.
- Can provide good customer service.
- Ability to work with minimal supervision.
- Comfortable to work with people in all ages.

### CONTACT

- PHONE:  
052-471-2989

### PERSONAL DETAILS

**Date of Birth:** March 09, 1995  
**Sex:** Male  
**Nationality:** Filipino  
**Marital Status:** Single  
**Visa Status:** Resident Visa

## COLLEGE DEGREE

Capiz State University Sigma Campus  
Computer programming NC-IV  
(2013-2014)

## SKILLS

Microsoft Word / Excel  
Power Point  
Customer Service  
Merchandising

- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices and availability.

## Merchandiser

OCT 25, 2016 – MAR 31, 2019

### Gaisano Grand mall (Roxas City Philippines)

- Planning and developing merchandising strategies
- Analyzing sales figures, customers reactions and market trends to anticipate product needs
- Collaborating with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales Indoor and outdoor play
- Plan and develop merchandising strategies that balance customers' expectations and company's objectives
- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock.

## Clearance Processor

APRIL 10, 2016- OCT 15, 2016

### MUNICIPALITY OF DAO

- Solving their problems in clearance.
- Explaining every step on how to process their clearance.
- Process and releasing the cleared clearance on time.
- Maintaining their records on file.

## Trainee at Customer Service

FEBRUARY- MARCH 2016

### Eperformax ( Pueblo de Panay Roxas City Philippines)

- Answer calls professionally to provide information about products and services, take/ cancel orders, or obtain details of complaints.
- Keep records of customer interactions and transactions, recording details of inquiries, complaints, and comments, as well as actions taken.
- Process orders, forms and applications.

