



RESTITUTO TABAY

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SOFT SKILLS

- Account acquisition and retention
- Sales and marketing understanding
- Lead prospecting
- Persuasive communication
- Strategic planning
- Time management
- Digital marketing technique
- Knowledge of supervisory concepts
- Computer technology savvy

TECHNICAL SKILLS

- HTML5 ----- 90%
- CSS3 ----- 80%
- JAVASCRIPT ----- 20%
- JQUERY ----- 10%

AWARDS / CERTIFICATION

- Ensie Enterprises (Saladmaster)- #3 Top Consultant, 2nd Quarter 2014
- Olive Garden Restaurant Kuwait- Employee of The Month of February 2013
- Basic Safety Training-BST (PST, FPFF, EFA & PSSR) February 2011

REFERENCES

- DEOGRACIA NAZARENO
Senior Account Manager of Eastern Telecommunication Philippines Inc.– 09175122293
- Maria Cristina Lantaya
Operation in Charge in Syntech Inc. (Under Skycable Corp.) 09162952461

SUMMARY

Innovative, task-driven professional with 5 years of experience in sales and marketing across diverse industries. Equipped with a record of success in consistently identifying and providing the technological needs of companies through ingenious innovation. Proficient in handling customer service and knowledgeable in developing user interface, writing, and testing codes, troubleshooting simple issues, and implementing new features based on audience feedback.

WORK EXPERIENCES

Field Sales Associate (2022 -Present)

AQUIRO - ASTICOM GROUP OF COMPANIES

(Client- Eastern Telecommunication Philippines Inc.)

- Generates new leads daily and coordinate with my managers.
- Built and maintained rapport with clients, staff, partners, private and government entities.
- Maintained a strong and productive relationship with clients in product and services.
- Work closely with the team to organize events for potential clients.

Sales and Account Officer (2018 – 2021)

SKYCABLE Corporation (SYNTECH Corp. accredited contractor)

A.S Fortuna, Bakilid, Mandaue City, Cebu

- Receiving calls and chats from subscriber and responding to any requests and complaints.
- Communicating with subscriber in a friendly, prompt, and professional manner.
- Building strategic subscriber relationships to maximize revenue for a company.
- Confidently selling the company's products and services to subscribers.

Sales Consultant (2014 -2016)

Ensie Enterprises (Saladmaster Authorized Dealer)

Mantawe Road, Lapu-lapu City, Cebu

Head Bartender/ Dining Supervisor (2011 – 2013)

Kuwait Food Company- Olive Garden Restaurant

Avenues, Al Farwaniya, Kuwait

COURSES & TRAINING

- **LEARN COMPUTER TODAY – 15TH December 2021**
Lctpro.com – Online Computer Training School
Online Course – Web Developer Course
- **BAYAN ACADEMY BOOT CAMP- 13th May 2022**
Epifanio delos Santos Ave, Diliman, Quezon City, 1103 Metro Manila
Vocational Course – Advanced Front-End Web Development

EDUCATIONAL ATTAINMENT

- **CEBU STATE COLLEGE OF SCIENCE & TECH. – 25th March 2009**
Mj Cuenco, Cebu City, Philippines
Bachelor of Science in Hotel Restaurant Services and Tourism