



## **Ira Franzesca B. Contrador**

Graduated with Bachelor's Degree in International Relations Major in Diplomacy with consistent Dean's Lister Award and Honorable Mention. Proven track record of almost 6 years of experience and expertise in Sales and Business Development.

### **CURRICULUM VITEA 2021**



[I.CONTRADOR0312@GMAIL.COM](mailto:I.CONTRADOR0312@GMAIL.COM)



+971-566799853



[www.linkedin.com/in/ira-francesca-contrador-b99aa11b0](https://www.linkedin.com/in/ira-francesca-contrador-b99aa11b0)



In-process UAE Driver's License



Abu Dhabi but open for relocation

### **CAREER HIGHLIGHTS:**

- Business Sales Executive
- Professional Service Representative
- Export Trade Specialist

---

## EDUCATION

---

### DIPLOMA 2015

Bachelor of Arts in International  
Relations Major in Diplomacy  
*Lyceum of the Philippines*

### INTERMEDIATE 2011

Under Special Science Course  
*Pasig City Science High School*

### ELEMENTARY 2006

Graduate 3<sup>rd</sup> Honorable Mention  
*Dr. Sixto Elementary School*

---

### ACCOMPLISHMENTS:

Proven track record of almost 6 years in sales and business development and was able to achieve the monthly target on an average of **110%** that resulted in the increase of total achievement of the branch. Have established strong relationship with clients and business owners from different industries in UAE.

Had been consistent in reaching not only the numerical targets but also in the all-around score board in terms of customer satisfaction and business acquisition. To sum it up, I have been an asset to my previous employers giving them best effort in any target given.

### COMPETITIVE EDGE:

Given the sum of **6 years'** experience in the field, I can work and make large scale decisions in terms of handling sales and marketing with **little to no supervision**. Fluency in written and spoken English communication is a plus as well.

---

## WORK EXPERIENCE

---

### BUSINESS SALES EXECUTIVE

*Etisalat (Dec 2019 – Present)*

Manages **B2C** and **B2B** transactions with a major role to maintain positive movement of sales and further optimize the growth for all target products of the business.

Responsible for creating and maintaining relationships with new and existing **individual clients and SMBs**.

Responsible in formulating and presenting telecom services that are fit to the needs and monetary capabilities of the clientele.

Achieving monthly target set by management. Processing transaction from start to end including documentation, and face to face presentation.

### PROFESSIONAL SERVICE REPRESENTATIVE

*United Laboratories Inc. (May 2016 – Dec 2019)*

Managed over **10 prime hospital accounts** for sales acquisition for products specifically offered by United Laboratories Incorporated

In-charged of all concerns and negotiations of target business partners in the assigned territory including CME related activities

Managerial Functions include Sales management and marketing, troubleshooting, and building strong Customer Relations

### EXPORT TRADE SPECIALIST

*Monde Nissin Corporation (June 2015 – Dec 2015)*

Manages the business area market of **10 countries** (Australia, France, Italy, UK, Ireland, Hong Kong, Greece, New Zealand, Spain, Netherlands)

Managerial Functions include managing Sales and Marketing, Documentation, Remittances and Collections, Customer Relations.