

Joseph Joson

MARKET TERRITORY MANAGER - Ale Mart Corporation

Abu Dhabi

josephbenjaminjoson7_mxm@indeedemail.com - + 971529653875

With 20 years Sales experience AVAILABLE IMMEDIATELY

Willing to relocate any emirates of UAE

Experience in food and beverage industry working with a variety of key companies

Pepsi Co,

Nestle, and

Asia Brewery Inc..

also have experience in supervising warehouse for distribution of goods to outlets, with a fleet of 80 vehicles.

Currently living in Abu Dhabi, but can travel anywhere for interview

Willing to relocate: Anywhere

WORK EXPERIENCE

MARKET TERRITORY MANAGER

Ale Mart Corporation - October 2012 to December 2015

- Builds the business in the assigned territory (Bulacan Area) by attaining distribution coverage, sales volume, market share targets and manages effectively company's systems, processes and resources-people, fixed assets, working capital-delivered desired return and profitability.
- Assures attainment of Key Performance set by Management through setting objectives, tracking measures and problem solving and coaching.
- As General Manager, plans, leads, organizes, and controls distribution reach, availability, systems, process, volume growth, productivity of resources, and people, building business partnerships.
- As Leader and Coach, motivates and maintain high morale of subordinates and partners. Instills discipline in adherence to company policies, rules and regulations.
- As Custodian, safeguards company's resources e.g. people, physical assets, systems.
- As Business Partner, helps sustain and build business of outlets and wholesalers.
- As Negotiator, represents the company in all business transactions.

TERRITORY DEVELOPMENT SUPERVISOR

Ale Mart Corporation - May 2009 to October 2012

- Manages the sales development of Asia Brewery Products to a specific geographical area within the market territory through direct or indirect routing, implementation of the market, selling and distribution systems as guided by finance, logistics and HR systems.
- Leads task execution of motivated sales team.
- Assures attainment of Key Performance set by Management through setting objectives, tracking measures, problem solving and coaching.

ROUTE SALESMAN

Ale Mart Corporation - April 2001 to May 2009

- Achieves sales target of assigned route through selling, merchandising, servicing of clients and motivation of the sales team.

- Assures attainment of Key Performance set by Management through setting objectives, tracking measures, and problem solving.

ROUTE SALESMAN

Goya, Inc - May 1999 to October 2000

- Managed the distribution of Goya-Nestle products in the opened and potential outlets.
- Uplifted Goya-Nestle image through good customer service.
- Prepared the necessary daily sales reports and remittances.

ROUTE SALESMAN

Pepsi-Cola Products Phils., Inc - December 1995 to May 1997

- Managed the distribution of Pepsi products in the opened and potential outlets.
- Uplifted Pepsi image through good customer service.
- Prepared the necessary daily sales reports and remittances.

Awards SERVICE AWARD Ale Mart Corporation December 15, 2011

Recognized the dedication and commitment to the Company's corporate objectives and core values through 10 years of unwavering service and loyalty

Seminars Attended

- PEPSI WAY SALES TRAINING PROGRAM held on January 15 - 24, 1996 at CLO Office Sindalan, San Fernando, Pampanga, Philippines
- BASIC SALES TRAINING held on May 1999 at Goya, Inc., Parang, Marikina City, Philippines
- BASIC SALES TRAINING PROGRAM held on March 24 - 27, 2004 at Asia Brewery Plant, Cabuyao, Laguna, Philippines
- POLICY IMPLEMENTATION SEMINAR held on August 2012 at IPI Plant San Fernando, Pampanga, Philippines

EDUCATION

Bachelor of Science in Nursing

Our Lady of Fatima University - Manila

1994

SKILLS

MS office , Excel , power point etc: (10+ years)

AWARDS

Awards SERVICE AWARD Ale Mart Corporation (Recognized the dedication and commitment to the Company's corporate objectives and core values through 10 years of unwavering service and loyalty)

December 2011