

# ARSENIO CANAZARES

Discovery Garden, Dubai, UAE  
052-471-8954 / 04-336-5827  
[canazaresarcie@yahoo.com](mailto:canazaresarcie@yahoo.com)



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## **CAREER OBJECTIVE**

To utilize my skills and knowledge in providing an excellent customer satisfaction, expertise and passion on my field of experiences.

## **WORK EXPERIENCE**

### **HOMES R US – SUPERVISOR**

June 2015 – March 2021

#### **LALS GROUP**

Dubai, UAE

#### **Duties and Responsibilities**

- Supervise the staff including cashiers and people working on the floor.
- Work on store display.
- Monitor and ensure that all the pricing is correct.
- Ensure promotions are accurate and merchandised to the company's standard.
- Maintaining flawless store visual presentation.
- Counsel, train and discipline all the subordinate.
- Make a self-evaluation on the job performance, as well as other staff.
- Organize and distribute staff schedules.
- Conduct a regular meeting.
- Drive, motivate and encourage the staff to achieve sales target.
- Develops collaborative team relationship with Store Management and other store members.
- Contributes to store financial growth through driving sales, managing expenses and implementing plans for increased profitability.
- Preparing monthly sales report and submit to the senior level.
- Maintain health and safety measures and store cleanliness.
- Handle customer complaints, issues and question.

### **HOMES R US – SENIOR SALES**

October 2012 – June 2015

#### **LALS GROUP**

Madinat Zayed Road  
Abu Dhabi, UAE

#### **Duties and Responsibilities**

- Present solutions to furniture buyers including price, credit terms, accurate sales contracts and delivery schedules.
- Price, stock and display items for sale and keep the area tidy and attractive.
- Keeping up to date with special promotions and putting up displays.

- Develop and maintain sales materials and current product knowledge.
- Arranged display of merchandise in retail store
- Expedited the resolution of customer problems and complaints.

**CACHE CACHE FASHION – SENIOR SALES**  
**JAWAD BUSINESS GROUP**

November 2008 – January 2012

Al Wadha Mall  
 Abu Dhabi, UAE

**Duties and Responsibilities**

- Taking charge, the showroom in the absence of the manager.
- Contributes to team effort by accomplishing related result as needed.
- Determine seasonal trends and adjust displays as needed.
- Ensure merchandise is clean and ready to be displayed.
- Working within established guidelines, particularly with brands.
- Ensure promotions are accurate and merchandised to the company's standard.
- Ensure pricing is correct.
- Responsible dealing with customer complaints.
- Keep management informed by submitting activity and sales reports, such as daily call reports, weekly work plans and monthly sales report.
- Provide feedback from customer to assess possible refinements to existing products and the need for new products
- Consistently provide detailed updates on activities to Sales Manager.
- Operate cash register.
- Count the day's money transaction at the end of the day.

**ACE LIFE INSURANCE – SALES CONSULTANT**

November 2007–September 2008

Al Buhairah Tower Corniche  
 Sharjah, UAE

**Duties and Responsibilities**

- Draw up lists of clients from a variety of sources.
- Contact potential clients by telephone to arrange appointment.
- Keep update for new insurance products to assist current and potential clients in making choices.
- Interview clients to identify their insurance needs.
- Write an insurance recommendation list or plan to assist client to make an informed decision.
- Explain policy details to client.
- Recommend an appropriate and type of cover to individual clients.
- Collect premiums and keep records of payment.
- Regularly review clients' circumstances to ensure the level of insurance is appropriate.
- Assist clients in the event of claim.

**SHARP PHILIPPINES CORP. – SALES COORDINATOR**

April 2003 – October 2007

Km.23 West Service Road, South Superhighway

Alabang Muntinlupa City, Philippines

**Duties and Responsibilities**

- Develop and update knowledge of the products and the products of competitors.
- Plan and work towards meeting sales target and budgets.
- Update and communicate with the member of the sales team for achieving monthly product sale target.
- Keep in touch with the company's client and understand their needs clearly.
- Preparing monthly sales report and submit to the senior level.
- Knows about new company product, the situation in the market and demands of the product and conduct seminars and presentation to explain the key points to the sales team.

**PERSONAL DATA**

|                   |  |
|-------------------|--|
| Age:              | 38   |
| Date of Birth:    | December 19, 1982  |
| Gender:           | Male   |
| Civil Status:     | Married  |
| Nationality:      | Filipino   |
| Religion:         | Catholic   |
| Skills:           | Microsoft Applications (word, excel, etc.), excellent in communication skills both English and Filipino, knows how to do emails and facsimile type of communication, can do multi-tasking in my field of experiences |
| Interests:        | Reading, Writing, Photography  |
| Languages Spoken: | English, Tagalog/Filipino  |

**EDUCATIONAL BACKGROUND**

June 1999 – March 2002

**College**BACHELOR OF SCIENCE IN MARINE  
TRANSPORTATIONInterglobal Maritime College,  
Lucena City, Philippines

June 1995 – March 1999

**Secondary**Perez National High School,  
Perez Quezon, Philippines**REFERENCES**

\*Available upon request

I hereby certify that the above information is true and correct to the best of my knowledge and belief.

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