

# Aldrilyn Ilao

## Sales Representative

Abu Dhabi

aldrilynlaio2\_bnw@indeedemail.com - +971568823496

Determined and target driven Sales Representative with 2 years' experience seeking a Sales and Business Development role in a well-known multinational and diverse organization.

Able to work on teams, teach others, serve customers, negotiate, and work well with people from culturally diverse backgrounds, can communicate well at all levels within the organization and MS Office adept.

Filipino, single and born on September 25, 1992.

### WORK EXPERIENCE

#### Sales Representative

GAKKEN PHILIPPINES INC - Manila - May 2013 to September 2015

Manila, Philippines

- Manage key accounts' full cycle of the sales process, from prospecting to closing business deals up to execution of after sales service
- Sell printing equipment and finishing products to direct accounts within specified territory
- Implement strategic sales plans, marketing materials, charts and graphs for presentations at client locations
- Create and present proposals, product demonstrations and technical presentations
- Monitors sales target for assigned areas and making sure that monthly sales target are being achieved
- Ensure timely submission of daily sales report and weekly updating of client's leads and workable accounts and other required reports
- Manage existing clients with focus on maintaining positive relationship with sales staff and management
- Ensure that customer service problems, client product issues and technical requirements are all quickly handled and resolved
- Coordinate with engineering and technical teams to identify opportunities and provide quotes on products
- Represent the company in various activities like exhibit and seminars to promote company brand and image
- Expanding sales network and partnership by tapping new clients in the private and public sectors (schools, government offices, NGO, distributors, end-user)
- Prospect for new business by suggesting printing equipment and finishing products
- Prospect for new customers and call on leads generated from inside sales staff
- Present and submit proposals and quotation to prospective clients

### EDUCATION

Ariva Academy

2015

#### BS in Marketing Management

Batangas State University

2008 to 2013