



MARIA VICTORIA VERGARA

MARKETING SPECIALIST/ FREELANCER

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ABOUT ME

Accomplished 15 years of Management career in operational leadership. Articulate and effective communicator. Works well with individuals at all level.

SKILLS

EXCELLENT COMMUNICATING SKILLS

SALES TEAM SUPERVISION

SUPPLY ACQUISITION

PRO ACTIVE & INTUITIVE LEADERSHIP

RELATIONSHIP MANAGEMENT

FINANCIAL FORECASTING

EDUCATION

BACHELOR OF SCIENCE

Chinese General Hospital College of Nursing / Manila, Philippines / 1997

Registered Nurse

DRIVING LICENSE

Driving license category

Place of issue- Dubai, UAE

LANGUAGES

ENGLISH

TAGALOG

WORK EXPERIENCE

SMART SECURED BUSINESSMEN SERVICES

Dubai
Jun 2020 - Present

MARKETING SPECIALIST/ FREELANCER

Highly motivated professional with a consistent track record of growing customer satisfaction. Background includes sales and customer service roles with a track record of demonstrating strong communication skills with a wide range of individuals. A self-starter with strong discipline and organizational skills, practiced in meeting daily and weekly goals. Regularly praised for professionalism, relationship building skills and responsiveness.

GOLDEN CARE GENERAL TRADING LLC.

Dubai
Sep 2016 - Mar 2020

MARKETING MANAGER

Responsible for sourcing competitive and suitable prices of hotel supplies while maintaining strong relationships with local suppliers and internal clients. Negotiate and renew rate agreements with hotel's purchasing department & suppliers within guidelines and budget. Manage and resolve possible complaints by liaising with suppliers and clients. Deliver within deadlines thru LPO acquired from clients. Records, processes and monitors all departments budget and invoices.

SMARTECH TECHNICAL SERVICES

Dubai
Jul 2014 - Sep 2016

MARKETING MANAGER

Coordinated target markets for successful sales. Accomplished marketing and sales objectives by planning, developing, implementing and evaluating advertising, merchandising and trade promotion programs. Developing field sales and action plan.

DUBAI INTERNATIONAL HOTEL, DUBAI AIRPORTS

Dubai
Jun 2007 - Jul 2012

F&B DUTY MANAGER/ LOUNGES MANAGER

Supervised and motivated staff of up to 80 employees. Investigated and resolved food/beverages quality and service complaints, ensuring customer satisfaction and repeat business. Checks and maintains cleanliness of Dubai Airports DCA first & Business Class Lounges. Accountable for budgeting, cost control, purchase inventory and full profit & loss. Maintains hotel guest policy on lost and found.

IRISH VILLAGE, DUBAI AIRPORTS

Dubai
Mar 2005 - Mar 2007

Assistant Restaurant Manager

Acknowledge guest, check satisfaction from time to time. Check food and beverage supply. Checks cleanliness of restaurant. Process Customer Complaints