

FRANILYN ABELLANA SENDIONG

**Bachelor of Science in Business Administration
in Public Administration (University Scholar)
Ateneo De Davao University**

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CAREER OBJECTIVE

Seeking a challenging position with a future-oriented company offering opportunities for growth and advancement where I can actualize the potential, interpersonal and communication skills I have in fields of sales & marketing, human resources, training & development, distributor management and consultancy, public administration and business development.

QUALIFICATIONS

- Knowledgeable in business development in distributorship, modern trade management and in marketing
- Strong analytical ability with excellent leadership and interpersonal skills
- Superior communications skills, both in oral and writing, and adept in customer relations
- Equipped with conflict management techniques
- Results-focused and values proactive cooperation and innovation

PROFESSIONAL EXPERIENCE

Marketing and Communications Executive- Singapore, Current

KLENCO SINGAPORE PTE LTD

Industry: Distributor & Manufacturer of Professional & Industrial Cleaning Equipments, Accessories & Chemicals

Job Scope:

- Assists the marketing department in developing and implementing customer-focused marketing plans for products within portfolio, in line with strategy and budget
- Supports customer queries and provide appropriate solutions by developing strategies and deliver excellent sales and after-sales services to maximize sales, customer satisfaction and retention
- Leads in planning, executing and managing media publicity including media monitoring, maintaining the publicity calendar, and media facilitation
- Customer database management and heads the mailer from designs to CRM
- Managing the website on any updates and facilitates the Customer surveys & analysis
- Conceptualization and development of corporate collaterals, including publications and video productions
- Liase in procurement of company corporate gifts, stationaries, product labels and vehicle and exhibition designs
- Exemplified international relations management for sub-distributors outside Singapore
- Performs market research and competitor analysis
- Proactive engagement on local, foreign and new media outreach efforts

Customer Development Manager Associate- GT Western Mindanao, March 2010 – December 2010

JOHNSON & JOHNSON PHILIPPINES INCORPORATED

Industry: Consumer Product & General Trade Distributorship Development

Reason for Leaving: Career advancement & aim for Masters program study.

Job Scope:

- Territory-lead in the development of sales strategies and tactical plans for achieving the sales goals, distribution, census coverage, territorial management, distributor profitability, market development, and developing people
- Achieve sales and performance targets and/or quotas (Sales KPIs)
- Maintains frequent contact with the Sales Operations Group & General Trade Development
- Forecast sales and qualify sales potential leads.
- Carry out essential customer relationship management activities; including (but not limited to) Account Management, Client Servicing, Consulting and the updating of CRM Records and follow up for client inquiries
- Conducts multi-level contacts with the trade, to day-to-day operations and communication of GT directions, and to strategic Distributor managed outlets
- Assist the departments in ensuring that their merchandise materials, including store décors and marketing materials are displayed prominently to achieve maximum visibility and impact.
- Submission of proper sales proposals to clients in response to their inquiries.
- Organize events and activities (like activations, seminars, flyers, and email blitz) to generate sales.
- Deliver superior customer service through sales teams based on the standard in the assigned territory
- Maximize development of the business in the market through rapid placement of new products and eliminating out of stock situations for the existing product lines
- Regular conduct field audits concerning sales teams' coverage plan, performances and services to customers and recommend action plans and improvement
- Prepare, facilitate and conduct meeting, review and trainings

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by the Boy Scouts of America for all BSA registered adult volunteers and professionals Scouting magazine offers editorial content that is a mixture of information instruction and inspiration designed to strengthen readers abilities to better perform their leadership roles in Scouting and also to assist them as parents in strengthening families Federal Register ,1946-05

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