

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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Michael Brown



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