



Axl Joe C. Talabangonan

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📍 : CAGAYAN DE ORO CITY PHILIPPINES

CORE SKILLS

- PRODUCT SALES (AUTOMOTIVE, ELECTRONICS, ETC.)
- CUSTOMER RELATIONSHIP MANAGEMENT (CRM)
- PERSUASIVE COMMUNICATION
- CONSULTATIVE SELLING TECHNIQUES
- LEAD GENERATION & FOLLOW-UP
- CLOSING SALES
- UPSELLING & CROSS-SELLING
- TEAM COLLABORATION
- GOAL-ORIENTED & SELF-MOTIVATED

EDUCATION

- CAGAYAN DE ORO COLLEGE PHINMA
- BACHELOR OF SCIENCE HOTEL AND REASTAURANT MANAGEMENT

ADDITIONAL INFORMATION

- TECH-SAVVY FLEXIBLE SCHEDULE AND COMFORTABLE IN WORKING REMOTELY

PROFESSIONAL SUMMARY

Skilled and results-driven Sales Professional with a proven track record of success in selling a wide range of products, including cars, electronics, and consumer goods. Adept at identifying customer needs, presenting compelling product solutions, and closing deals efficiently. Strong interpersonal and communication skills with a passion for delivering exceptional customer service and exceeding sales targets. Fast learner with the ability to adapt quickly to new industries and products.

WORK EXPERIENCES

T-MOBILE TELEPERFORMANCE – [PH]

April 2023 – august 2024

Sold high-demand electronic devices including smartphones, laptops, and accessories.

Delivered personalized customer service and product recommendations based on individual needs.

Trained new staff on sales techniques and product knowledge.

Consistently ranked in the top 10% of store sales team.

Independent Product Seller (Freelance)

Self-Employed – Various Products

2017 – 2019

Promoted and sold various products via online marketplaces and social media platforms.

Built a loyal client base through trust, fast response times, and excellent service.

Handled all aspects of the sales process including inquiries, product sourcing, negotiation, and delivery.

REFERENCES

- AIVY MAE A. DOROTEO

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