



# CRISPIN SAMSON JR.

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 Caloocan City, Philippines

## EDUCATION

*University of Santo Tomas*

Bachelor of Arts, Major in Communication Arts

*Graduated, 2011*

## SUMMARY OF QUALIFICATION AND SKILLS

- Proven Sales Expertise: Extensive experience in B2B sales, with a strong track record of meeting and exceeding sales targets.
- Lead Generation and Prospecting: Proficient in using tools like LinkedIn Sales Navigator, ZoomInfo, Apollo.io, and CRM systems to identify and qualify leads.
- Time Management and Prioritization: Skilled in managing multiple tasks and priorities effectively, ensuring all sales processes are handled efficiently.

## KPI's

- Achieving or exceeding monthly, quarterly, and annual sales targets.
- Customer retention increased to 30%
- Meeting and exceeding the minimum of 70 to 80 dials per day
- Increased the Percentage of leads that are successfully qualified and moved into the sales funnel.

## WORK EXPERIENCE

### MOCHI HEALTH

#### ADMIN / MEDICAL CONSULTANT

*January 2024 to August 2024*

- Responsible for providing clerical support to doctors, nurses, and other health professionals by performing various tasks such as scheduling appointments, filing documents, preparing reports, taking care of billing, and answering phones, chats, and emails.

### Ecube Labs Co., Ltd. (Project base)

#### Business Development Manager

*October 2023 to January 2024*

- Responsible for driving business growth within a company. Developing a network of contacts to attract new clients, research new market opportunities, and oversee growth projects, making sales projections and forecasting revenue, in line with projected income.

### HELPGRID LABS, IRELAND

#### OUTBOUND SALES REPRESENTATIVE

*June 2022 to September 2023*

- Responsible for reaching out to potential customers to sell the company's products or services. Typically, selling via outbound channels such as calls, texts, or email.

### CONCIERGE AGENT

#### ROVE CONCEPTS, CANADA

*January 2021 to May 2022*

- Assist members of the sales team as needed and maintain positive relationships with co-workers. Assist in the selection process with buyers to ensure a high level of customer satisfaction is delivered. Build trust with each client through effectively communicating product information, features, and pricing.

### MSEDP, New York

#### Sales Associate /Chat Support

*October 2019 to January 2021*

- Answered email inquiry and chat promptly and provide excellent service to U.S customers selling IT Manage Solution Services. Helping businesses and commercial clients find the right technological hardware and software products to suit their business needs.

### TRUCKERPATH INC.

#### B2B OUTBOUND SALES EXECUTIVE

*March 2018 to September 2019*

- Demonstrated consistent hard work and dedication to achieve results and improve operations.
- Organized files to support efficiency and traceability.
- Exceeded goals through effective prioritization and consistent work ethic.

### AT&T CORPORATION

#### SALES ASSOCIATE

*March 2017 to March 2018*

- Assisted customers with a wide selection of products and services.
- Shared comprehensive brand and product knowledge to maximize sales.
- Meeting monthly KPIs and goals to achieve departmental goals.

### Concentrix, Philippines

#### Healthcare Support (Cigna)

*February 2014 to March 2017*

- I observe, monitor, and record patients' conditions by taking temperatures, pulse, respiration, and weight. communication with patients, relatives, and careers. assisting with clinical duties. personal care including infection prevention and control, food, personal hygiene, and overall reassurance, comfort, and safety.

## AWARD AND ACHIEVEMENT

**MVP Awardee in Sales for Truckerpath Inc.**