

IRISH NICOLE UMALI

MARKETING OFFICER

PROFESSIONAL PROFILE

I am a Marketing Officer with 5+ years of experience in sales and marketing. Creative, sharp-minded person with leadership & coaching skills. Strong time-management, communication skills and work ethic. Revenue- and results-driven.

WORK EXPERIENCE

Security Bank

Marketing Officer
April 2019 - present

- Responsible in generating customer leads for the branch; this includes prospecting via telemarketing, and building to building mapping to individual and corporate clients.
- Responsible for setting up sales meeting with prospective clients and be able to handle objections and deliver value proposition.
- Understanding customer needs and create value generating financial advice for customer.
- Responsible for promoting awareness of Security Bank among prospective clients of the bank by educating individuals on bank products and services
- Ensures usage of the product and conduct follow-ups to develop basic relationship with the customer.
- Manages customer portfolio and fosters good business relationship with its newly acquired accounts.

China Bank Savings, Inc.

Loans Processor
January 2018 - March 2019


- Responsible in receiving and checking at accuracy of loan instructions and requirements in accordance with the approved terms and conditions of the credit proposal.
- Ensures that all accounting entries conform to the standard accounting procedures and practices.
- Efficient monitoring and tracking of booked transactions o Facilitates registration of collateral documents.
- Updating the backup files/database
- Callback/Reconciliation of daily transactions vs. general ledger


EDUCATION


De La Salle Lipa 2011 - 2015

Bachelor's Degree in Business Administration major in Financial Management

CONTACT

 +639553921359

 irishnicoleumali1014@gmail.com

 0263 Lodlod Lipa City Batangas
Philippines

SKILLS

- Time Management
- Organization
- Verbal & Written
Communication
- Adaptability
- Decision - making
- Customer Service
- Marketing
- Teamwork

LANGUAGE

- English
- Filipino