

LETMAR AUSA ANOS

0915-203-6928

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- Seeking to utilize my time management, problem solving and team motivation skills to successfully lead sales teams and accomplish department goals.
- Willing to learn management industry standards while promoting productivity and professional development through exceptional leadership.

WORK EXPERIENCE

- **DRAYEASY**
August 2023 – Present
Position: Carrier Specialist
Develop and maintain relationships with carriers to ensure reliable and cost-effective transportation solutions for our customers.
Negotiate rates and contract terms with carriers.
Identify and onboard new carriers to expand our network.
- **TPG TELECOM / TECH MAHINDRA**
July 2022 – November 2024
Position: IINET Residential & Business Sales Representative
Identify customer needs. Conduct consultations to understand their internet phone or bundling requirements.
Assess their usage to recommend suitable plans.
Highlight promotions, discounts or exclusive offers.
Reach out to customers who have been shown interest or requested information.
- **ACQUIRE BPO PPHILIPPINES**
February 2020– June 2022
Position: *AT&T Business Complex Sales Account Specialist.*
Assists business customers with the purchase of company products and services, features, accessories and bill payments.
Doing complex cases and escalations.
Responsible for providing profitable sales.
Answer sales queries through calls and emails.
Experience and proficiency in using CRM-Sales Force tool.
- **HKT TELESERVICES / SCOOT AIRLINE**
December 2018 – February 2020
Position: *Peer Coach / Travel Consultant.*
Communicate openly and transparently and set clear team goals.

Oversees a group of employees and motivates them to do their job efficiently.
Responsible for providing travel information, booking reservations, servicing existing reservations, educating on company websites, and providing ticketing services.
Resolve issues that may arise with travelers with a sense of urgency.

- **Golden Arches Development Corporation / McDonald's Philippines**

October 2013 – December 2018

Position: *Crew Trainer*

Responsible for instructing new employees on how to perform their job duties.

Teach new hires how to take orders from customers, run the register, prepare and wrap food, and distribute food to the customers accurately.

POS System operation.

Excellent multi-tasker.

EDUCATION

- St John Technological College of the Philippines
 - Bachelor of Science in Computer Science
 - 2011-2012

PERSONAL SKILLS

- Communication Skills.
- Collaboration.
- Customer Service Skills.
- Leadership
- Adaptability
- Problem-Solving Skills
- Management Skills.
- Team Player.
- Travel Management.
- Sales Expert.
- Adherence to deadlines.

REFERENCES

Available upon request.

