



PAUL AVILA

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Malolos City, Philippines 3000

Professional Summary

Versatile Business Development Expert highly effective at generating leads, developing pipelines, and closing sales. Offering several years of identifying new revenue streams and potential clients to meet growth objectives. Thrives on challenge and competition.

Skills

Collaborative mindset	Consultative Sales
Social Media Marketing	Staff Training
Customer Relationship Management	Product Knowledge

Work History

09/2020 - 07/2024

Business Development Expert
Globe Telecom, Bulacan

- Ensures proper implementation of projects and program for the area and achievement of acqui targets
- Builds and sustain relationship with Partners to grow the business
- Provides business directions/strategies among partners and other channel teams such as current programs, processes, call outs, etc
- Build and sustain relationship with Retailers, Tiangge, LGUs, Barangays, Schools.

01/2017 - 09/2020

Territory Sales Head
Globe Telecom, Valenzuela City

- Evaluates area attractiveness for project implementations by conducting due diligence and data-driven evaluation
- Takes ownership for the efficient implementation of projects in his or her area of responsibility; works with internal groups to execute project plans according to defined activities in the timetable, resource allocation, merchandising standards, timelines and CTR ratios; continuously improves design and execution through post-review reports that clearly communicate project benefits, impact to area strategy, planned versus actual execution and process implementation
- Manages the human resource processes that build a strong manpower pipeline of Distributor Sales Agents.

10/2012 - 12/2016

Training Expert
Globe Telecom, Taguig City

- Develops training programs and training materials
- Coordinates with other sales channels, marketing and support units for any training execution
- Creates and develops new training materials.

02/2010 - 10/2012

Custodian
Globe Telecom, Baliwag City

- Monitors the store inventory levels
- Performs release of stocks
- Generates needed inventory reports and ensures minimal to no inventory variance
- Ensures achievement of superior customer engagement by ensuring proper stock levels and escalating to the manager any stock outs
- Administers policy and procedures related to center's inventory management

03/2009 - 01/2010

Retail Specialist
Globe Telecom, Baliwag City

- Assists walk-in subscribers with their concerns and queries
- Practices timely and efficient customer delivery thereby achieving targets for the entire team
- Accepts, screens, evaluates and recommends approval of documents received from walk-in and targeted subscribers, within the established acceptable and approved requirements set by the company
- Ensures proper monitoring and resolution of after-sales transactions; encode all transactions that are passed on to other support groups
- Ensures proper monitoring and transmittal of all subscriber documents to the Credit Library.

01/2007 - 02/2009

Customer Service Associate
Globe Telecom, Mandaluyong City

- Attends to customers' queries and concerns
- Resolves problem.

05/2004 - 10/2006

Pre-School Teacher
San Pablo Educational Center, Malolos City

- Instructs children in activities designed to promote social, physical, and intellectual growth needed for primary school in preschool or other child development facility.

08/2002 - 04/2004

Credit Investigator
Twelve Aces Credit Corporation, Malolos City

- Investigates history and credit standing of individuals or business establishments applying for credit
- Receives payment and post amounts paid to customer accounts.

09/2001 - 03/2002

Project Officer
Inner Wheel Multi Purpose Cooperative, Inc., Malolos City

- Receives payment and posting amount to customer's account; preparing statements to credit department if customers fail to respond; keeping records of collection and status of accounts.

07/1999 - 12/2000

Packer
Pulilan Agri Development, Inc., Pulilan

- Examines and inspects containers, materials, and products to ensure that packing specifications are met
- Marks and labels container tags, or products, using marking tools
- Seals containers using vacuum machine and hand tools.

07/1998 - 05/1999

Regional Sales Clerk

Philkraft Marketing Corporation, Cebu City

- Displays products by emphasizing quality and style
- Aids in preparation for weekly and monthly activities like cooking demo and sales meeting
- Cleans products displayed in showroom
- Performs other related duties.

09/1997 - 01/1998

Field Sales Clerk

Avon Cosmetics, Inc., Malolos City

- Composes, types, and distributes meeting notes
- Locates and attaches appropriate files to incoming correspondence requiring replies
- Set-ups and maintains paper and filing systems for records, correspondence, and other material
- Coordinates conferences and meetings
- Provides services to dealers, such as order placement and account information
- Operates office equipment such as fax machines, copiers, and phone, and uses computers for word processing.

Education

03/1997 **Bachelor of Science, Hotel And Restaurant Management, *La Consolacion University Philippines***, Malolos, Province Of Bulacan, Philippines