



ROLANDO SORIANO JR

BUSINESS DEVELOPMENT MANAGER



San Juan, Batangas City, 4226,
Philippines



+(63) 9166217856



gibsonlespaul032@gmail.com

ABOUT ME

My experience aligns closely with the requirements of the assigned role. I am adept at conducting market research, identifying new business opportunities, and negotiating contracts to drive revenue and satisfaction growth. Additionally, my excellent communication skills and customer-centric approach have enabled me to build a loyal client base.

EDUCATION

BACHELOR OF SCIENCE

World Citi /
Quezon City, Philippines /
2001

A healthcare profession that uses various techniques and exercises to help individuals improve.

SKILLS

COMMUNICATION SKILLS

SCHEDULING

MARKETING

WORK EXPERIENCE

HAULLA

Remote Set-Up
2022 - 2025

Business Development Manager

- Business Development Manager (Haulla, Remote Set-up) I handle B2B cold-calling job that requires mining for lead every day to create a pipeline before shifts start. I offer a dumpster service (Trash Pick-up service) to any level of business, from small to big companies. After talking to the decision maker I sent them an email and sms of what we discussed and a quote of how much offer I came out with their business. With the given schedule I call back to discuss the 3-year contract terms and conditions before I let them e-sign the contract.

TRANSCOM

Ortigas, Philippines
2022 - 2022

- Front Desk Specialist/ E-commerce Sales/ Dispatcher

- Front Desk Specialist/ E-commerce Sales/ Dispatcher (Transcom, Ortigas) I was an in/ outbound Tech Support and sales. The callers will ask for help with their Samsung product. I followed a step-by-step outline of troubleshooting to make sure all had been performed to fix the issue. If not resolved I dispatch a live technician with all necessary equipment to them by creating a detailed ticket. If the product is unfixable I pitch and offer them to buy a product with higher features to resolve their issues.

ALORICA

Quezon City
Jan 2021 - Feb 2022

Tech Support Tier 2 NOC

-Tech Support Tier 2 NOC (Alorica, Cubao) I worked with Verizon Wireless for a few years. My job there is to make sure that the caller's gadgets, whether a cell phone or a computer run properly before ending the call. But before I end the call I make sure to pitch and offer them an upgraded plan and explain to them the benefits they will get if they decide to.