

# LESNARF VILLALOBOS

+974 6612 1721 Lesnarf03@gmail.com Al Mansoura Doha, Qatar

## OBJECTIVE

Highly motivated Salesman with sales experience including networking, communication and customer service excellence. Committed to working closely with customers to help them to achieve their goal in a timely manner. Always increase customer satisfaction and company revenue.

## EXPERIENCE

**2020 - 2023**

**Sales and Marketing Officer**

**One Stop Autoshop, Philippines**

- Determine liability and handles claims accordingly.
- Inform the insurer of a covered loss as defined under the policy of insurance.
- Assist client with claim process including schedule of repair estimates, ongoing status of claim, payment and total loss settlements.
- Ensure high-quality work to prevent errors/mistake and take actions on customer concerns to improve operational ease and customer satisfaction

**2019 - 2023**

**Sales and Marketing Professional**

**Deltahub Trading Inc., Philippines**

- Selling brand new cars and used cars (Nissan, Toyota, Mitsubishi, Suzuki, Ford and Kia etc..), and Accessories.
- Evaluation of used cars for trade-in or purchase, analyze the market situation and identify customer needs
- Demonstrate wheels features to the customers and maintain high customer service standards consistently
- Maintain awareness to keep up with the latest trends and developments in the automotive industry, update knowledge of the different car brands, features and benefits.

**2018 - 2023 (Freelance)**

**TRAVEL and TOURS - Agent, Philippines**

- Arrange local tours, transport operator and driving to any point of the Philippines.
- Manage travel arrangements for clients and provide services to clients while they are traveling.

**2017**

**Sales Representative**

**FORD - ANC Group of Companies, Philippines**

- Give assistance to the customers by matching them with their ideal car and perform a walk-around.
- Demonstrate the vehicles features
- Acquire a great deal of product knowledge and a new skills.
- Complete necessary paperwork, reports and collection of necessary documents from the customer.
- Engage existing customers by keeping them informed about new models and benefits.

## QUALIFICATIONS

- Excellent interpersonal, customer service and sales skills
- Capacity to work both independently and as part of a team
- Great networking skills and negotiation.
- Critical Thinking
- Multi-tasking, hardworking
- knowledge in Microsoft Office

## EDUCATION

**OUR LADY OF FATIMA UNIVERSITY, Philippines**  
Collage Undergraduate Degree:  
Bachelor of Science in Hotel and Restaurant  
Management  
2006-2013

**ACTMA TRAINING INSTITUTE, Philippines**  
Advance culinary Education  
May - August 2015

**ACADEMIA DE SAN LORENZO, Philippines**  
Tialo, San Jose Del Monte Bulacan  
2002-2006 (Secondary)