

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)