

Jumil Deduro Denila

CAREER OBJECTIVE

To obtain a responsible and challenging position where my acquired skills and work experience would be of value. Enthusiastic to gain additional knowledge and experience necessary for the future advancement. And to join an organization where I can apply my knowledge and use information to help improve operations and contribute to the companies.

WORK EXPERIENCES

SALES LOGISTIC EXECUTIVE

Mekdam Holding WLL.

August 2017 – December 2023

(Doha Qatar)

- Responsibilities include prospecting, negotiating deals, and startegizing to maximize sales success in a dynamic and results-oriented environment.
- In charge of planning, organizing, directing, managing, and evaluating an organizations supply chain logistic operation.
- Orversee supply chain operations and ensure the efficient and cost-effective distribution of goods.
- Negotiating contracts and packages; working towards monthly and anual target.
- Manage inventory as well as Warehouse, Transportation, and other logistic process.
- Directing, optimizing and coordinating full order cycle.
- Regularly use inventory management software and database, so employers generally prefer candidates who are confident in using technology..
- Ensuring compliance with the relevant safety and logistical regulations is another key.
- Handle sales order as per client requirements.
- Prepare stragic sales plan for the brand along with the development of sales startegies.
- Handle client inquiries, briefing quoting and process of sales order.
- Managing logistic fuction, negotiating with transporter and clearing agents for cost effective transport solution and clearnces leasing with local authorities and ensure preparation of all documents.
- Sending enquiries to the suppliers.
- Processing work orders after evaluating the quotes technically, and commercially.
- Establish build relationship and trust and effective working with the clients.



Contact Information

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Language Spoken

- English
- Tagalog (Mother tongue)
- Hiligaynon/ Ilonggo
- Mandarin/ Chinese
- Arabic (Basic)

Personal Information

- Date of Birth: April 01, 1982
- 41 years' old
- Nationality: Filipino
- Religion: Christian
- Height: 5'10"
- Marital Status: Married
- Visa Status: Working Visa with NOC

SAFETY COORDINATOR

Traffic Tech Gulf

March 2012 – July 2017

(Doha Qatar)

- Responsible for the site safety implementation of HSE plan.
- Ensures all Occupational Health and Safety (OHS) related incident investigations are effectively conducted. Evaluates the root causes and corrective and preventive actions and makes the necessary recommendation to ensure the non-recurrence of the incident.
- Coordinating with client for preparing consolidated permit to work for required operations and Issuing Permit to Works for subcontractors' activities.
- Verify safety precautions stipulated on permits to work, risk assessments and job safety analysis are being implemented.
- Monitor and ensure that the registry of lifting equipment and lifting gear is maintained correctly in accordance with policies and procedures.
- Inspection of lifting gears & equipment to ensure the safe lifting & smooth operations.
- Attend meetings with clients & contractors.
- Preparing weekly and monthly reports for client submittal.
- Auditing the sub-contractor's / contractor's equipment's & certifications during the project different stages.
- Conducting daily toolbox talk, implementation of permit system, and other safety requirements at the site.
- Interface with supervisors on a daily basis to provide proactive technical advice for daily activities.
- Assist with any inspections undertaken by ASHGHAL PWA and CLIENT.
- Induct all new personnel on Safety, Health and Environment policy that adopted by company.
- Improving the safety awareness amongst the workers.
- Participate in developing the safety culture at workstations according to the international codes & standards.
- Experience in TDP (Traffic Diversion Plan).
- Knowledge in Work Zone Traffic Management (WZTM).
- Able to review the area classification drawing.
- Supervise contractor during Experience in TTM (Temporary Traffic Management).
- TTM functions such as implementation, maintenance, and decommissioning.
- Ensure that the contractor is adhering to the approved TDP at all times.
- Undertake regular inspections of TTM.
- Experience in eliminating conflicts.
- Experience in TCD (Traffic Control Devices).
- Reviewing the status of firefighting extinguishers, PPE & First- Aid Boxes and call for regular stock taking as required.

SALESMAN

B- MEG SAN MIGUEL CORPORATION

June 2008 – October 2011

(VISAYAS REGION)

- Generate new customers and establish the stocks.
- Selling and promoting the products.
- Visiting the area and build relationship of trust to the customers.
- Daily, weekly and monthly reporting.
- Requesting and ordering.
- Monitoring and technical support the customers.
- Monthly sales reporting and goals plan.
- Follow up ordering and delivery.

SALESMAN

(BPI) NESTLE PHILIPPINES

January 2006 – June 2008

(VISAYAS REGION)

- Demonstrating specific product functions and users.
- Generate new customers base and establish the stocks.
- Selling and promoting the products.
- Visiting the area and build relationship of trust to the customers.
- Daily, weekly and monthly reporting.
- Requesting and ordering.
- Monitoring and technical support the customers.
- Monthly sales reporting and goals plan.
- Follow up ordering and delivery.

MERCHANDISER

MONDE NISSIN INC.

February 2004 - january 2006

(VISAYAS REGION)

- Visiting suppliers and manufactures.
- Analyzing sales information.
- Negotiating prices with suppliers.
- Ordering goods.
- Talking to other departments.
- Helping with promotions and advertising campaigns.
- First in First out.
- Producing sales projection.
- Building strong customer relations with existing clients.
- Monitoring sales and market trends within specific industries.
- Coordinating delivery of product or services.
- Understanding pricing strategies.

EDUCATIONAL ATTAINMENT

College:

ISCOF College **June 2000 - March 2004**
Bachelor of Science in Marine Transportation
(Iloilo City, Philippines)

Secondary:

DPC NATIONAL HIGH SCHOOL **June 1996 – March 2000**
(Dumangas Iloilo, Philippines)

Elementary:

Dumangas Elementary School **June 1990 - March 1996**
(Dumangas, Iloilo, Philippines)

SKILLS

MS Word	Intermediate
MS Excel	Intermediate
MS Power Point	Intermediate

OTHER SKILLS

- Work extremely well under pressure.
- Co-ordinate and manage teams well through the use of clear-cut communication.
- Advanced time manager – things always get done.
- Very good team player
- Valid Qatar Driving licensed
- NOC upon request

REFERENCES

Available upon request

The Manager,
HR Department,

SubJect: Application for Sales Logistic Executive

Dear Sir/Madam,

I would like to take this opportunity to introduce myself and express my interest in being a part of your esteemed organization.

Being a dedicated, self-motivated and sincere individual, I look forward to be a part of an organization that will give me an excellent working environment and a great potential for developing professionally as well as personally.

With this in mind, I have attached a brief outline of my educational and professional history for your review. Should you find my profile of interest I would be more than eager to be interview at your convenience to discuss any opportunity that may have within your company.

I am awaiting a favorable response.

Yours Sincerely,

Jumil Deduro Denila
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