

DENNIS TAGACA ALVERNE



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with Qatar driver's license

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QUALIFICATION PROFILE

Highly motivated, results driven and competitive Business Executive offering more than 18 years of retail sales and multi unit store management experience. Offer exceptional qualifications in creating effective marketing strategies, strong merchandize and plan to increase sales, capitalize on growth opportunities, and maintain standard retail operations. Recognized as a best staff, training and developing colleagues to create team unity towards fulfilment of corporate target goals. Excel at win-win relationship and addressing customer needs by providing innovative solutions and ensuring utmost satisfaction. Display proven effectiveness to multitask in a fast paced environment with dedication to superior service.

CORE STRENGHTS

- Retail Merchandizing and Display
- Competitive Market Research and Analysis
- Product Knowledge Training
- Handling Customer Complains and Feedbacks
- Marketing and Promotional Campaign
- Sales Action Plan and Development
- Outstanding Customer Service and Relations
- Problem Solving and Decision Making

PROFESSIONAL EXPERIENCE

QATAR TRADING COMPANY Bus. Executive Doha, Qatar December 1,2018 up to Present

Assign in Carrefour Villagio, ACE Hardware, QTC Showroom

- Providing the clients need and teach them how to use the product
- Specify and differentiate the comparison
- Always maintain the cleanliness of the product make it visible and presentable
- Predicting sales and Profits
- Order the items that is fast moving to gain more sales
- Suggesting promotion to salesman to achieve target
- Handling customer return, exchange and complains

PANASONIC PHILIPPINES Sales Executive Manila, Philippines October 2006 to July 2018

- Providing the needs of the customer attentively and giving them great satisfaction
- Giving the Product Knowledge to the Customer and Staff
- Receiving Deliveries, Display and Merchandize the items
- Answering telephone Inquiries, Follow Up Customer Orders and doing reports and email related to business
- Ensuring items are replenish and well displayed in the floor and back store
- Performing professional duties to support Store Manager and the Company
- Making sure that all customer are welcome in warm and timely manner
- Achieving sales target given by the Store Manager and the company
- Help train and develop new hired Sales Advisor
- Giving the weekly replenishment report to the Brand Manager

PERSONAL DETAILS

DATE OF BIRTH : September 30, 1983

PLACE OF BIRTH : Las Pinas City, Manila, Philippines

STATUS : Married

EDUCATIONAL ATTAINMENT : Bachelor of Science in Electronic and
Communications Engineering

VOCATIONAL : Refrigerator and Airconditioning Servicing

PASSPORT NUMBER : P6784583A

PASSPORT VALID : APRIL 13, 2028

Dennis T. Alverne