 BENITO R, PONCE

CONTACTS

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Zone 38 Street 820 Al messila Doha Qatar

**WORK EXPERIENCE**

**Position: Marketing Sales /cum Driver**

**Dalla Zaffaran Cleaning @Hospitality trading Services**
Bldg. no.20 street 1030 Zone 56 Rawdat Hamama

April 13 2024 – Present

Job description:

* Create sales leads by researching, identifying, and contacting prospective customers Develop and implement marketing campaigns, including print/digital/social media, to grow sales
* Expedite the resolution of customer problems and complaints to maximize satisfaction Achieve agreed upon sales targets and outcomes within schedule
* Conduct research to analyses client needs and requirements (e.g. local/national trends and preferences)
* Developing and implementing the marketing strategy for the company in line with company objectives.
* Creation and publication of marketing material in line with marketing plans.
* Undertaking successful marketing and sales campaigns

**Position:** **Technical Support /Cum Driver**

Aladdin Group Trading Tire & Car Services

Street 2 Zone 56 2nd industrial City Qatar

December 20 2022 – December 15 2023

Job description:

* Inspect tires on vehicles before and after installation
* Perform tire rotations, balancing and other maintenance tasks
* Follow all safety protocols while working in the shop
* Provide excellent customer service
* Read and clear trouble codes, display real-time sensor data, check for pending or historical error codes
* Reset warning lights, and perform vehicle-specific tests

**Position: Households Salesman**

Al meera Hypermarket corporate Branch

Doha city Qatar

July 2012 to December 15 2022

Job description

* Answer customers' questions about products, prices, availability, product uses, and credit terms.
* Recommend products to customers, based on customers' needs and interests.
* Monitor market conditions, product innovations, and competitors' products, prices, and sales.
* Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
* Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
* Perform administrative duties, such as preparing sales budgets and reports, keeping sales records, and filing expense account reports.
* Estimate or quote prices, credit or contract terms, warranties, and delivery dates.

**Position: Counter Cashier**

Al meera corporate Branch Supermarket

Doha City Qatar

July 2006–July 2012

Job Description:

* Managing transactions with customers using cash registers
* Scanning goods and ensuring pricing is accurate
* Collecting payments whether in cash or credit
* Cross-sell products and introduce new ones
* Resolve customer complaints, guide them and provide relevant information
* Greet customers when entering or leaving the store
* Maintain clean and tidy checkout areas
* Track transactions on balance sheets and report any discrepancies

**Position: Counter Sales Man**

Abu Mazin Distributor of Spare Parts

Street, 30th Street Baqaiq, Al Khobar Saudi Arabia

February 25 1999 to March 31, 2004

Job description

* Sell a wide range of auto parts and accessories to customers
* Provide exceptional customer service and build relationships with customers
* Identify customers' needs and recommend appropriate products and services
* Manage inventory and keep accurate records of sales and transactions
* Achieve sales goals and targets set by the company
* Stay up to date with current industry trends and products
* Provide technical support to customers on the products and services we offer
* Resolve customer complaints in a professional and efficient manner

**Special Skilled;**

1. Counter, Answering Phones, Auto Delivery, Communication Skills, Warranty, Invoicing and Customer Service.
2. Identifies, troubleshoots and resolves computer problems, repairs and maintains computer hardware, software and network/internet issues.
3. Efficiently pick customer orders for shipment, ensuring that the correct number and type of product is loaded and shipped.

**EDUCATIONAL BACKGROUND**

SCHOOL: SACATA NATIONAL HIGHSCOOL

TOWN : SANTA IGNACIA.TARLAC

COURSE: SECONDARY SCHOOL

COMPLETED: FROM-1984 TO 1988

**VOCATIONAL COURSE:**

SCHOOL: TARLAC STATE UNIVERSITY (TSU)

TOWN : TARLAC CITY PHILIPPINES

COURSE: PERSONAL COMPUTER REPAIR

COMPLETED: FROM 1990 TO 1992

**ONLINE COURSES**

SCHOOL: TESDA REGION III TARLAC CITY

COURSE: SALES AND MARKETING

COMPLETED: FROM JUNE 2019 TO AUGUST 2019

**FREE COURSE: AL MEERA TRAINING COMPLEX**

COURSE: FOOD HYGENE AND SAFETY (LEVEL 1 & 2)

COMPLETED: FROM MARCH 2019

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APPLICANT NAME: BENITO PONCE