



Kim Arvee Briones

Sales Account

Contact

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Barangay San Lucas 1, San Pablo City, Laguna, Philippines

About Me

Experienced in sales with 10 years experienced in different industries, a big contribution when it comes on sales revenue. Efficient and hard working person, and am willing to discover and accept new ideas which can be put into practice effectively. I am a good listener, and I use my skills and learning in the best possible way for achieving the company's goals.

Skills

Account Management

Skills

- Selling Skills
- Driving Skills
- Negotiation
- Critical Thinking
- Leadership

Education

- Bachelor of Science in Business Administration
Laguna State Polytechnic University 2010-2014
- San Pablo City National High School
San Pablo City, Laguna 2006-2010

Experience

- Sales Account Assistant
Team Global Talent Hub
Freight Forwarding Industry / Logistics 2024 - 2025
Handling an accounts, doing inbound and outbound calls, quotations, reports, updating information on HubSpot and other files, achieving KPI's. Maintaining good relationship with the accounts.
- Account Manager
Wook Global Philippine Technology Inc.
Retail Industry 2023-2024
Field work, look for new accounts and have close deal on them, maintain good relationship for old and new accounts for better future sales, marketing visibility, proposing programs for the accounts, achieving monthly sales target, product training for the staffs, inventory, forecasting of sales. Do basic after sales. Monthly sales review and weekly sales review.
- Sales Executive
Emerhub Philippines
FMCG Industry 2022-2023
Field Work, look for new accounts(retail stores eg. Food Stalls, bars, restaurants, mini groceries, saturating the area by promoting the platforms that we offer, closing the accounts and make an order, achieving the monthly target, trainings on the staffs or owner.
- Retail Supervisor
Tecno Mobile Limited
Retail Industry 2021-2022
Open new accounts (dealers), handling old existing accounts, achieving sales target (monthly), handling promoters (10), accounts relationship for better future sales, marketing visibility, ordering for an accounts, inventory, gathering competitors data, forecasting of sales, field work, product training, business sales review
- Area Sales Supervisor
Philippine Oppo Mobile Technology Inc.
Retail Industry 2014-2021
Handling new and old accounts (dealers), Achieving sales target (monthly), handling promoters (25), handling account executives (3), accounts relationship for better future sales, marketing visibility, ordering for an accounts, inventory, gathering competitors data, forecasting of sales, field work (bigger territory), product training, business sales review

References

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Draftsman

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