

# **TERRY JOHN V. RAMOS**

## **Sales & Marketing Representative**

 +97431410234  tejramos08@gmail.com  Old Airport, Doha, Qatar

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### **Education**

#### **Bachelor of Science in Travel Management**

- **College Graduate**

**STI College Kalibo**  
Batch 2017-2018

### **Skills**

- Sales-Oriented
- Product Marketing
- Multitasking
- Negotiation
- Time Management
- Attention to Details
- Good Customer Service
- Communication Skills
- Adaptability
- Digital Marketing
- Critical Thinking

### **Career Objective**

Results-driven and customer-focused sales and marketing professional with nearly 6 years of experience in driving business growth, increasing brand awareness, and delivering exceptional client solutions. Adept at creating targeted marketing strategies, managing sales pipelines, and fostering strong customer relationships. Seeking to leverage my expertise in market research, digital marketing, and sales leadership to contribute to the success of the company and its long-term business objectives.

### **Personal Data**

Date of Birth: September 8, 1994

Place of Birth: Quezon City,  
Philippines

Age: 31 years old

Gender: Male

Civil Status: Married

Citizenship: Filipino

Religion: Born Again Christian

Languages/Dialects Spoken:

English, Filipino , Akeanon



## Job Experience

- MARKETING PROFESSIONAL

Company: Nissan Philippines - ALA Group of Companies

Location: Estancia, Kalibo, Aklan, Philippines

Started: November 2023

Ended: August 2025

- SALES ASSOCIATE

Company: Cybertech Ideal Gadgets and Co.

Huawei Kiosk, Gaisano Capital Mall

Kalibo, Aklan, Philippines

Started: October 2019

Ended: October 2023

### Responsibilities and Duties:

- Assisted customers in selecting suitable vehicles by assessing their needs, preferences, and budgets, leading to a high rate of customer satisfaction.
- Conducted detailed vehicle demonstrations and test drives, effectively highlighting key features and benefits.
- Negotiated pricing, trade-in values, and financing terms while maintaining profitability and customer trust.
- Achieved or exceeded monthly and quarterly sales targets through effective lead follow-up, upselling, and strong product knowledge.
- Maintained accurate records of sales, customer interactions, and dealership systems using CRM software.
- Built lasting relationships with clients to drive repeat business and referrals.
- Stayed current on product knowledge, industry trends, and competitor offerings to provide expert advice.
- Collaborated with finance and service departments to ensure seamless customer experience from sales to delivery

### Responsibilities and Duties:

- Greeted visitors and clients, ensuring a professional and welcoming environment.
- Resolved basic client issues or directed them to the appropriate personnel.
- Assisted customers in selecting mobile devices, accessories, and service plans based on their needs and preferences.
- Demonstrated in-depth knowledge of smartphones, tablets, mobile networks, and promotional offers.
- Processed sales transactions accurately using POS systems, including activations, upgrades, and bill payments.
- Met and exceeded daily and monthly sales targets through upselling and cross selling techniques.
- Provided excellent customer service by resolving issues, answering technical questions, and offering product tutorials.
- Maintained up to date knowledge of the latest mobile technology and market trends.
- Handled inventory tasks include restocking shelves, organizing displays, and conducting regular stock checks.
- Ensured a clean, professional, and organized sales environment to enhance the customer experience.
- Participated in regular training sessions to stay informed on new devices and carrier offerings.