

JACKIE LOU T. MAGHINANG

Sales Representative

I am a Sales Professional with 18 years of experience in B2B and B2C environments. And with proven ability to drive revenue growth, build lasting client relationships, and exceed targets across competitive markets.

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09209541127



Angeles City, Pampanga

SKILLS

- Fast-Moving Consumer Goods (FMCG) Sales
- Packaged Consumer Goods Sales
- Corporate Sales Account Management
- Experience in Retail and Manufacturing Sales

CAREER OBJECTIVE

To be a part of a company where I can utilize my acquired knowledge and skills, to contribute to the fulfillment of the company's objectives.



CAREER

BRAND AMBASSADOR

BROWN FORMAN (JACK DANIEL'S) | Apr. 2024 to Dec. 2024

Representing and promoting a company's brand to increase awareness, drive sales, and enhance its reputation

SENIOR SALES OFFICER

SEAOIL PHILIPPINES INC. | Jan. 2023 to Dec. 2023

Responsible for communicating and negotiating with industrial accounts and industrial traders in Central Luzon. I handled both fuels and lubricants.

CLUSTER SALES OFFICER

HOLCIM PHILIPPINES INC. | APRIL 2022 TO JAN. 2023

Responsible for developing and generating business opportunities, and achieving assigned monthly sales targets for various products and services within the designated area.

DISTRIBUTOR SALES SPECIALIST

A. Tung Chingco (Ligo Sardines) | MAY 2021 TO MARCH 2022

Responsible in maintaining and developing distributors in the territory. Develops Sales Specialist of distributors through working with, training and regular evaluation, analyzing sell-in and Sell-out of distributors and implement key strategies including sales and marketing programs to achieve the growth target.

PROJECT SALES MANAGER AT WEBERT MARKETING | AUGUST 2018 - APRIL 2020

"Exclusive distributor of Sika Phils. Products: All Sika Products:"
Responsible for the successful planning, controlling, monitoring, execution and closure of a project in order to hit the monthly target and provide good numbers for the company.

SALES SPECIALIST

SIKA PHILS | MAY 2017 - JULY 2018

Products: Concrete admixtures, specialty mortars, sealants, and adhesives, damping and reinforcing materials, structural strengthening systems, industrial flooring as well as roofing and waterproofing systems.
- Responsible in improving sales and overall business growth.

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📍 Angeles City, Pampanga

CAREER

BUSINESS DEVELOPMENT OFFICER BOSTIK PHILS.
INC. | JULY 2016 - APRIL 2017

"Products: Adhesives, waterproofing, admixtures, concrete finisher and sealants

Responsible in marketing by promoting and doing demos of our products that we can offer to all the possible clients. i.e Architects, Contractors and Engineers. And implementing marketing strategies and new opportunities. Encouraging new and existing clients by creating and improving proposals.

KEY ACCOUNT SPECIALIST

UNITED STEEL TECH. INTER. CORP. | NOVEMBER 2013 - JULY 2016

Products: Roofing and Steel

Responsible in sales to hit the monthly target by promoting our products and presenting to give the clients some knowledge of our products, conducting research on problems and resolving complaints if any and Conducting quality service.

SALES REPRESENTATIVE

VALIANT/McKenzie DIST. INC. | JUNE 2011 - NOVEMBER 2013

Products: Distributor Hershey's Chocolate, Kraft, Ovaltine, Gatsby, Pinesol and Reynolds aluminum foil, Loreal and Nivea

Responsible in obtaining orders, and establishes new accounts by planning and organizing daily work schedule to call existing or potential sales outlets and other trade factors.

CLIENTS:

All Groceries, Supermarkets, Drug stores and Department Stores

HEALTH CARE SPECIALIST

UAP - UNILAB. | FEBRUARY 2010 - FEBRUARY 2011

Products: MEDICINES

I am responsible in promoting our products to all Doctors who can use or prescribed the medicines that I handle.

FRONT DESK

FONTANA GOLF AND COUNTRY CLUB | JUNE 2009 - FEBRUARY 2010

I am responsible for the guest booking and reservation of the Villas.

EDUCATION

BACHELOR OF SCIENCE IN BUSINESS AND ADMINISTRATION MAJOR
IN HOTEL AND RESTAURANT MANAGEMENT

HOLY ANGEL UNIVERSITY | 2005 - 2009

TARLAC STATE UNIVERSITY | 2000 - 2004