

Neil John Quisido

Sales Representative

Contact

Address

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1216

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928-411-4842


E-mail

neiljohnquisido@gmail.com

Skills

Marketing understanding

Very Good

Problem solving strength

Very Good

Product promotions

Excellent

Sale expertise

Very Good

Customer service

Excellent

Performance improvement

Excellent

Goal-oriented

Excellent

Public speaking


Enthusiastic Sales and Customer Service professional with expertise in communication and negotiating. Driven to provide superior quality customer service. Innovative in leveraging extensive knowledge of products and services as well as creating solutions for customers to drive loyalty, retention and revenue.

Work History

2019-10 -
Current

Sales Representative

TSD Global, Taguig City, Metro Manila

- Utilized various sales techniques to develop relationships with customers and drive sales.
- Built strong rapport with clients by understanding needs and clearly explaining products.
- Displayed excellent sales skills and understanding of such skills.

2017-01 -
2019-08

Advertising Strategist, Google Adwords

Teledirect Telecommerce Inc., Pasig City, Metro Manila

- Alerted and contacted customers about account or informational issues to maintain high levels of customer satisfaction.
- Responsible for setting up, optimizing, and reporting on digital advertising campaigns for Google clients. Primarily focused on paid search ads within the Google and Bing advertising platforms. Campaigns will also include re-targeting, display, and video ads, includes 25% strategy, budget allocation, client communication, and 75% hands-on research, implementation, optimization, and reporting on campaigns.
- Motivated team members to meet and exceed sales targets.
- Directed production of all advertising materials, including preparing copy, evaluating proofs and enhancing layouts.

2014-11 -
2016-12

Advertising Strategist, YP America

Sykes Asia Inc., Makati City, Metro Manila

- Helped customers in determining design and layout of sold and spec ads.

Excellent

Data analysis and reporting

Excellent

Adaptive team player

Excellent

Resolution-oriented

Excellent

Strong communication skills

Excellent

Languages

English

Superior

- Sold non-traditional advertising in niche publications, commercial publications, digital platforms, and direct mail formats.
- Used consultative sales techniques to pinpoint customers' advertising needs and close on short-term and long-term sales contracts.
- Made outbound calls to existing customers to upsell advertising packages.
- Created and presented media and advertising packages to prospective customers.

Education

Bachelor of Science: Tourism Management

University Of Makati - J.P. Rizal Ext. West Rembo, Makati City

High School Diploma

Alternative Learning System - Pitogo High School

Affiliations

- Make-Up Artist, Laura Mercier, 2015 to Current