****

**LOUED PASCUA CAPISINIO**

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**PERSONAL INFORMATION**

**AGE:**27 **DATE OF BIRTH**: OCT.10, 1987 **CIVIL STATUS**: SINGLE

**HEIGHT**: 6’4 **WEIGHT**:94Kls.

**CAREER OBJECTIVE**

Able to fully show off my knowledge in Fitness skills and other areas of business management as an involvement to your company­­­­­.

**QUALIFICATION SUMMARY**

* Energetic Group Fitness Instructor and Personal Trainer with strong background in weights and body building. Highly motivated to help others reach their health and fitness goals. Promotes activities and coping methods that transform unhealthy habits and fuel healthy minds and bodies.
* Knowledge in Marketing Skills as to the fields of Selling.
* Capable of developing and sustaining professionalism within the workplace as well as public relations.

**EDUCATIONAL ATTAINMENT­­­­­**

Father SaturninoUrios University, Bachelor of Science in Information Technology,

2004-2006

University Of San Carlos (Cebu), Certificate of Business in Information Management, 2006-2008

Father SaturninoUrios University, Bachelor Of Science in Business Administration Major in Marketing Management, 2008-2011

**ACCOMPLISHMENTS**

* University Of San Carlos Basketball Varsity team, 2006
* Father SaturninoUrios University Basketball Varsity team, 2009
* Conducted a research study entitled The Entrepreneurial Characteristics and Business Performance of Women Entrepreneurs in Butuan City, SY 2010-2011

**Gym instructor, Butuan Fitness Gym/Alvins Gym, January 2008-July 2015**

* Nutrition supplement familiarity
* Weight management expert
* Personal program management
* Individual life and body assessments
* Weight training
* Fitness and equipment expertise
* Personable and friendly
* Ability to impact sales through coaching.
* Compiling and maintaining a customer database that documents appropriate customer information and contacts.
* Preparing itineraries, call reports and monthly business reports with sufficient detail and in a timely manner.

**Salesman, Happy Warehouse Marketing Inc., July 19, 2013 to Feb. 15, 2014**

* Ability to impact sales through coaching.
* Compiling and maintaining a customer database that documents appropriate customer information and contacts.
* Preparing itineraries, call reports and monthly business reports with sufficient detail and in a timely manner.
* To sell the company product to our current and potential customer.
* Addressing customer issues and communicating the information in a timely manner to their immediate manager.
* Projection of image of the company to its customers.
* Implementation of promotions and roll out for new products.
* Maintain communication with team members.
* Ensure company products are handled with care and stock rotation is adhered too.
* Establish excellent rapport with customers.
* Sell company products in designated channels.
* Ensure sales route is followed diligently.
* Minimum customer visits, positive calls and average invoice value to be maintained
* Proper weekly forecast to eliminate market returns.
* Uphold corporate integrity and values while ensuring all activities comply with company policies and procedures, including local and federal laws.

**i.FLEX fitness gym supervisor/membership consultant/Fitness trainer, February 2014 up to October 2015\_**

* Manage directory and order supplies and equipment if necessary.
* Oversee the activities of trainers and gym support personnel.
* Arrange for maintenance, insurance, repairs and cleaning.
* Design and coordinate marketing campaigns for the facility.
* Design and promote activities that promote customer demands.
* Ensure that members and patrons are receiving outstanding levels of customer service.
* Carrying out health and safety checks on the equipment.
* Helps members achieve the proper form in all exercises
* Giving members fitness assessment tests
* Assisting in the creation of member's workout program
* Reports to the Head Coach/ Management
* Gym tour and orientation to new member or prospective members
* Design and implement training programs
* Maintenance of the gym equipment/fitness area
* Informs members about any promotions or events in the gym
* Being approachable and pleasant to all members
* Conducts cardio boxing sessions and power stretching/sports massage

**HONORS, AWARDS, ORGANIZATION, ACTIVITIES, AND ABILITIES**

* Computer literate in Microsoft Word, power point software.
* Has knowledge in Proshow Producer
* Seminar, Strategic Marketing Management, January 2011
* Time Management seminar
* Customer Service training Seminar
* First aid and CPR Training Certificate
* Certificate of appreciation in participation in the “Warriors way open martial arts tournament”
* Level 1 Certified iFLEX Fitness trainer (Basic Anatomy, Programming)
* Certified Fitness Trainer

**Personal References:**

**Name:  Sherryl Lozano**

**Position:  HR manager  
Company:  Happy Warehouse Mktg.  
Contact Details:  +639173146621**

**Name: Mr. Marco Antonio H. Tamayo**

**Position:  i.FLEX fitness gym CEO/proprietor**

**Company:  i.FLEX fitness gym**

**Contact Details:**

**Email Address:** [**marcotamayo08@yahoo.com**](mailto:marcotamayo08@yahoo.com)

**Name: Florence Lynne Diez**

**Position:  i.FLEX fitness gym HR MANAGER**

**Company:  i.FLEX fitness gym**

**Contact Details:  09105731699**

**Email Address:  flbdiez@gmail.com**