

# DENNIS QUISAO

📍 105 E – Nadres Street Iyam, Lucena City 4301

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## OBJECTIVE

To work adeptly in a competitive environment through application of my knowledge and skills, heighten professional advancement in reference to the designed goals and objectives of the company.

## PROFESSIONAL EXPERIENCE

### MANULIFE

**September 2023 - Present**

*Agency Leader/ Unit Head*

- Tasked with recruiting, training, and developing people under my unit
- Responsible for achieving group sales targets
- Recommend financial advisors for hiring, promotion, and disciplinary actions, if necessary
- Review and assess team performance, as well as daily, weekly, and monthly plans and activities, vis-à-vis the company's objectives
- Conduct COPs, FWS, and alignment meetings
- Ensure the company's and clients' needs are met based on expectations

### BLISSFUL NEO MARKETING/CDO

**August 2007 - September 2023**

*Sales & Operations Manager*

- Proposed marketing strategies within the area of responsibility
- Tasked with coaching, motivating, assessing, and evaluating the performance of salespeople and teams
- Recommended employee movements such as transfers, hiring, promotions, and disciplinary actions of subordinates
- Reviewed the accuracy of the CTS matrix as a basis for business decisions
- Coordinated with concerned individuals regarding the availability of products and other pertinent materials necessary for job execution
- Built goodwill with business partners
- Led, directed, and motivated the sales team to achieve overall corporate sales objectives

### JMYL Marketing

**November 2000 - August 2007**

*Sales Supervisor*

- Ensured the achievement of sales targets through strategic planning and by controlling overall activities related to the effective and efficient distribution of the company's products
- Promoted collaboration and cooperation within the organization—cross-functional, interdepartmental, and with principals—through open communication, both direct and based on shared information
- Monitored and recognized above-standard work performance of the team to deliver commitments on time

## JMYL Marketing

March 1994 - October 2000

### *Key Account Specialist*

- Tasked to maintain and obtain substantial market share of the company's products in all supermarkets and wholesalers through proper and thorough coverage
- Supervised and coordinated with promo representatives and other promotional activities within the area of responsibility
- Ensured proper and efficient distribution of the company's products within the area of jurisdiction
- Responsible for opening and developing new accounts
- Ensured proper delivery of orders and collections

## EDUCATION

### **Bachelor of Science in Accountancy**

1993

Sacred Heart College

Lucena City

## PERSONAL DATA

- **Birthday :** April 20, 1971
- **Birth Place:** Lucena City
- **Height:** 5'7"
- **Weight:** 75 kg
- **Civil Status:** Married with 2 children

## CHARACTER REFERENCE

Mr. Jason R. Reyes

Distributor Sales Specialist

La Filipina Uy Gongco Group of Companies

0998967

Mr. Carlos Obnamia

Operations Manager

MC Mark Distribution

09171269270

Mr. Wilson Irlanda

Bussiness Development Manager

Chrisjan Marketing (Unilever)

09178432569