

MACHADO, ERVAL ADRIANO

BLK47 LOT8 PH3 TERRAVERDE RESIDENCES

BANCAL, CARMONA, CAVITE

MOBILE PHONE NUMBER: 0929.801.5327

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ervalmachado@cyberbacker.com

Date of Birth: April 21, 1994

Place of Birth: San Pedro, Laguna, Philippines

Civil Status: Married



Objective:

- To be one of the main forces of the Company & Team to success.

Summary of Skills & Qualification:

- Able to use Google Voice, Zoom Phone, Mojo Dialer, & Vulcan Dialer
- Able to use SISU, Jotform, Google Calendar, Calendly, Paragon, & Metrolist.
- Able to use KW Command, & Spreadsheet.
- Able to identify leads real name / phone #
- Able to farm own lead
- Able to handle FRBO & FSBO
- Able to handle both Buyer and Seller leads in Real Estate
- Able to Circle prospect
- Very Organized End of day report
- Computer knowledge
- Able to take direction
- Good command over English and communication skills
- Very Motivated and Good command on conversation
- Exceptional Objective handling
- Able to speak and understand basic Japanese language
- Basic First aid treatment
- Diploma in Culinary Arts
- Completed Courses in: Stocks, Sauces, Soups, Pasta, Rice and Grains cookery, Potato cookery, Roasting, Baking, Grilling, Broiling, Pan Frying, Deep Frying, Sautéing and Salad
- Knowledge of food and nutrition, food regulations And policies, experience in food preparation, food Safety and sanitation.
- Quick Learner with Exceptional Organizational Skills
- Energetic, with the skill to think quickly on my feet
- Ability to work well under Pressure and with team
- Capable of speaking, reading and understanding basic Cooking direction

Experience:

September 2020 - Current

Cyberbacker

Inside Sales Agent (ISA)

- Motivate and Prequalify Buyers
- Motivate Expired and FSBO
- Call, Text, & Email leads
- Nurture, follow up leads and motivate them
- Familiar with Transaction Coordination process
- Remind leads of their appointment
- KW Command as my main CRM
- Metrolist as my main MLS
- Zoom phone, Google Voice, Mojo dialer and Vulcan as my dialer.
- Sisu as Tracker of transactions
- Google Calendar to set appointments
- Spreadsheet to Gmail to report my End of day.

January 2020 to September 2020 ACADSOC

ESL Teacher / Online English Teacher

- Teach Children and Adults English Language
- Ambassador of ACADSOC
- Does trial classes
- English teacher for advance students
- English teacher for beginner students
- Troubleshoot portal
- Troubleshoot tools

October 2019 to December 2019 ARB Call Facilities

Loan Originator

- Make out-bound calls
- Assistant supervisor for our manager
- Cluster Leader

July 2018 to September 2018 Santec Japan

Design Engineer

- Handled Hydraulic press
- Sander
- Car engine parts
- Air conditioner parts
- Team leader
- Team player

March 2014 to June 2014 CRISOSTOMO ALABANG Restaurant

On Job Training

- Learned to properly take and record inventory
Following FIFO inventory method
- Weekly rotation in every kitchen station
- Supported team in closing kitchen, sanitized work
Station, properly stored necessary food items and
Products
- Help and prepared hot and cold food items for over
100 costumers daily

- Demonstrated proper ServSafe techniques and strict health code practices

Educational Background:

June 2016 to March 2017 Medical University of Perpetual Help

- Bachelor of Science in Nursing

July 2013 to November 2013 Global Culinary and Hospitality Academy

- Diploma in Culinary Arts

June 2012 to March 2013 San Francisco De Sales School

- 4th year High school

Physical Capability:

- Able to work for more than 8 hours daily for over a year with no vacation.
- Able to stand 100% during duty time
- Able to bear environment exposure to heat, cold and water
- Able to carry heavy items
- Good eyesight
- 5'9" tall

Reference:

Cyberbacker

Abby Zheng
Team Manager
ACADSOC

Dr. San Juan
Nursing Dean
University of Perpetual Help – Binan

Terence Fereday
Chef Instructor
Global Academy
801.9602