

Aaron Magalit

Riverside, CA

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Undertake work in the marketing, sales or training industry with a more challenging nature using my present skills in telemarketing, financial planning, product & marketing mgt, sales & training as well as in computers
Authorized to work in the US for any employer

WORK EXPERIENCE

Team Leader/Supervisor

Havenlink Services - Philippines - July 2007 to October 2007

Responsibilities

- supervised telemarketing services for an Outbound Sales program;
- led 9-member team in achieving daily & weekly sales targets;
- individually coached Sales Reps with spiels, closing techniques

Accomplishments

- achieved 2nd best team for the division in just 9 weeks on the floor

Skills Used

focused on sales reps areas of improvement, monitored daily sales against monthly goals. Coached their closing techniques too for consistency.

Outbound Sales Rep

Convergys Philippines - October 2005 to July 2006

Responsibilities

provided outbound sales services for ONSTAR

Accomplishments

met daily SPH (sales per hour) against daily quota

Skills Used

persistence in meeting daily goals, applying correct probing skills to get interest of clients needs, applying pre-trial closes when appropriate

Financial Planner - Philippines

Sunlife of Canada - 2002 to 2004

Responsibilities

- provided financial advise using tools to individuals & firms from retirement funds to estate planning & pre-need

Accomplishments

- Closed a corporate retirement account with Duty Free Phils worth \$1.3M;
- pending corporate retirement account with Ramcar worth \$2.1M for 2500 employees;
- secured a retirement package for a family worth \$1.5M & other individual clients

Skills Used

- daily organization of activities, consistent prospecting/follow ups & visits, negotiations

Product Manager - IT Products

Remington Technologies - Papua New Guinea - June 2000 to May 2001

Responsibilities

- Mgt, control, identify, evaluate existing IT products enhancing d existing range;
- daily monitoring of product range to meet market needs & prices;
- processed wkly purchase orders online from overseas suppliers for corporate & individual clients;
- trained & supervised computer salesmen - training, management, motivated;
- drafted, provided inputs on technical specs & pricing in government tenders

Accomplishments

- maintained an initial monthly gross sales of \$65,000 for 7 months;
- suggested a pricing scheme that improved sales by 30%

Skills Used

- get market data of local competition; secure more competitive overseas supplier prices

Operations Manager

Compu Serve(PNG) Pty Ltd - Goroka, Papua New Guinea - March 1998 to May 2000

Responsibilities

- trained staff in office admin, hardware troubleshooting, internet setup/ repair
- trained & supervised computer salesmen -- trained, motivated, set quotas, assisted in closing deals
- taught computer courses : Word, Excel, Powerpoint, Internet Basics, Salesmanship, Office Administration, Computerized Typing
- sold computers, supplies, printers & peripherals, accounting software

Accomplishments

- increased monthly gross sales from \$2500 to \$35,000 in 18 months;
- remotely supervised new branch's sales & operations;
- multiplied average sale per salesman from \$500/mo to \$1800/mo

Skills Used

- daily monitoring of inventory, repairs made, existing customers, continuous monitoring/training of staff, consistent price adjustments to meet customers needs
- constant motivation of Reps to achieve daily/monthly goals

Branch Manager

Compu Serve (PNG) Pty Ltd - March 1997 to March 1998

Responsibilities

- setup pioneering branch in d Eastern Highlands which included locating an office site, process lease contract, design office layout, secure all government permits
- advertise services/ products on a regular basis through personal visits, flyering and telemarketing;
- booked sale & delivered computers, supplies and or install software/ hardware; troubleshoot internet concerns
- develop d market for computer training which included advertising, marketing, flyering, corporate promos, conduct free lectures

Accomplishments

- when we entered the market, it was a 95% Apple- environment. Shortly before i left, we reversed it to Windows owing to competitive pricing, customer- support & training

Skills Used

- competitive pricing, excellent personal customer support

Finance Secretary - Philippines

Diliman Bible Church - 1995 to 1996

EDUCATION

Bachelor's in Computer Science

Philippine Christian University - Manila

1990 to 1995

SKILLS

Sales Management (10+ years), Product Mgt (5 years), Programming/ System Devt (5 years)