

NOEL GONZALES

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Calgary, AB, Canada

I am a proficient sales professional with a strong focus on achieving outcomes, possessing notable expertise in negotiation, needs assessment, and assuming leadership responsibilities. But now have transitioned into computer programming as it sparked my interest to pursue a developing industry in the world. I have gained knowledge and expertise in some languages and proficiency in handling technical computer issues. Currently studying software development in Bow Valley College, Calgary.

STRENGTHS AND EXPERTISE

Computer Programming
Strategic Planning

Negotiation Skills
Client Relationship Management

Team Leadership
Communication

PROFESSIONAL EXPERIENCE

Sprout Solutions, Philippines

November 2022 - November 2023

Senior Lead Development

MAIN AREA OF RESPONSIBILITY:

- Responsible for prospecting, cold calling, emailing, and facilitating social media campaigns to identify new prospects.
- Spread awareness about Sprout events, promos, and campaigns through posting on social media (Facebook, LinkedIn, etc.)

Lamudi Philippines, Philippines

August 2020 - November 2022

Business Development Team Lead

MAIN AREA OF RESPONSIBILITY:

- Assisting in identifying new business opportunities through existing and new partnerships across the real estate industry.
- Supporting the onboarding of partners and clients and helping maintain good and healthy relationships through effective liaising.

Lamudi Philippines, Philippines

September 2018 - October 2019

Business Development Associate

MAIN AREA OF RESPONSIBILITY:

- Building and expanding client database
- Assisting in identifying new business opportunities through existing and new partnerships across the real estate industry.

SalesWorks Group Asia, Philippines

May 2017 - June 2018

Brand Ambassador

MAIN AREA OF RESPONSIBILITY:

- Answer customers' questions about products, prices, availability, product uses, and credit terms.

ADDITIONAL SKILLS

Computer Skills
Customer Service
Marketing

MS Office
Data Analysis
Work Ethic

LANGUAGES

Fluent in English and Tagalog

EDUCATION

Bachelors Degree in Business Management

2013 - 2017

Arellano University, Philippines

Software Development Diploma

2024-Present

Bow Valley College, Calgary, Canada

CHARACTER REFERENCE

RACHEL ANN PAGDILAO

DESIGNATION: LEVEL II TECHINICAL SUPPORT WAH

COMPANY: CONCENTRIX

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