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Cristy Mae

Senior Sales Manager at Erudite Training Solutions
Melbourne

Experience

Erudite Training Solutions

Senior Sales Manager

January 2021 - Present (1 year 3 months)

Melbourne, Victoria, Australia

1. Working across a broad range of products, covering all industries and geographical markets.
2. Coordinating with senior-level decision-makers from the world's largest and most innovative institutions.
3. Identify and research prospective new client accounts
4. Making effective telephone presentations to prospective clients, discussing the competitive advantage of attending conferences to bring value to their businesses.
5. Building a solid customer relationship and dealing with C-level executives.
6. Developing and managing a portfolio of clients.

Green Asia Construction & Development Corporation

Office Staff

February 2020 - September 2020 (8 months)

Philippines

- * Distributing and receiving communication on behalf of the management.
- * Updating and monitoring stocks, equipment, and aggregates.
- * Monitor operation in the field and check accomplishment in every project.
- * Executing various tasks and request

NeoEgde Rays

Team Leader and Research

February 2016 - March 2019 (3 years 2 months)

Philippines

- * Manage and lead the research team.
- * Ensure that we deliver the quota and at the same time quality work.
- * Trained the team and coached the team on the proper way of conversing to clients.

Part time Sales Executive

- * Identified and researched prospective new client accounts in an established market.
- * Made effective telephone presentations to prospective clients, clearly communicating the competitive advantage of attending conferences to bring value to their businesses.
- * Built a strong customer relationship and dealing with C-level executives.
- * Reporting to the Managing Director, the confirmed delegates for the conference/executive programs.
- * Consistently achieved the agreed sales targets, service, and retain an existing customer.

Mirage International Corporation
 Supply Chain Officer-Operations
 September 2012 - October 2015 (3 years 2 months)
 Philippines

- Facilitate supply chain management.
- Monitoring the implementation of supply chain policies.
- Ensuring compliance with different statutory legislation.
- Assist in the organisation's procurement functions.
- Contract Management.
- Asset Management.
- Daily management of incoming requests from end users ensuring timeous turn around.
- Conduct monthly demand planning to determine the needs and requirements for good and services.
- Compile procurement reports for internal and external stakeholders.

Reliable (Mirage)
 Accounting Encoder & In-house Sales Officer
 May 2012 - September 2012 (5 months)
 Philippines

JCA Call Center
 Outbound Telemarketer
 January 2011 - February 2012 (1 year 2 months)
 Philippines