

RAINIER M. CARRASCO

Residence:

- Loyola Heights, Quezon City, Philippines
- Alfonso, Cavite, Metro-Tagaytay, Philippines
- Willing to relocate closer to work
- Willing to work any shift (night shift welcome)
- Vaccinated against COVID-19

Contact Details:

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WORK EXPERIENCE

2019 – Present

REAL ESTATE INVESTOR

- Identify high profit-potential property
- Determine investment strategy
- Investing for future appreciation
- Applying risk management strategies
- Learning local real estate rules and laws

2013 – Present

GARAGE OWNER / AUTOMOTIVE TECHNICIAN / FREELANCER

- Diesel Engine, Gas Engine, Under Chassis, Engine & Body Electrical Certified
- Dupont certified paint finish
- Overhaul / Rebuild of Diesel or Petrol engine
- Performs partial engine rebuilds like top overhauls
- Performs light to medium engine work / Repairs
- Repair / Replace under chassis parts
- Conversion of right-hand drive to left-hand drive steering
- Performs regular maintenance of clients' vehicles
- Performs engine & body electrical repairs on vehicles
- Recommends future repairs / maintenance work for clients' vehicles
- Performs body paint finishes
- Provides estimate of body repair
- Automotive Detailing work for existing and new clients
- Performs Acetylene / Gas welding for metal work
- Can perform solo builds
- Freelance on UPWORK for automotive related remote work: automotive consultation and virtual assistance

March 2010 to 2013

SALES & OPERATIONS MANAGER, ZEROSIGHT GENERAL MERCHANDISE

- Handles international trading and local distribution of Fenix products, household and health and skin care products, hobby accessories, anti-corrosion materials;

- Manages Product Inventory and logistics;
 - Manages company website – construction, maintenance / backup, modification, updates;
 - Facilitates on – line business administration & troubleshooting;
- Customer relations & support.

Nov 2008 to March 2010	<p>DISTRICT SALES MANAGER, BAYAN TELECOMMUNICATIONS INC.</p> <ul style="list-style-type: none"> ▪ Manages a team of 3-6 Team leaders with 5-10 agents each team leader ▪ Manages new installs for Bayan Consumer for the Quezon City and CAMANAVA areas; ▪ Direct coordination with the team, Customer Service, Operations, and other new install related BTI departments; ▪ Provides customer oriented service at all times relating to specific sales issues; ▪ Plan & implement district sales activity management systems to include regular coaching to the sales agents; ▪ Provides District Sales Manager activity and sales progress reporting; ▪ Develop a working relationship with the relevant support sections of the company; ▪ Develop and implement sales deployment plans and strategies focusing on corporate and consumer accounts for the assigned are(s) ▪ Recruit, train, and retain sales agents; ▪ Design, develop, and implement motivational programs for the sales agents; ▪ Develop new channels and sales opportunities for the company <p>Career milestones in Bayan:</p> <ul style="list-style-type: none"> ▪ Has achieved 125% (ceiling) target achievement in the 1st and third months. Has achieved above 110% during the 2nd month; ▪ Regularized in March 2009
May 2007 to Nov 2008	<p>OPERATIONS & CUSTOMER RELATIONS MANAGER, RMC WORLDWIDE TRADING ACCESS INC.</p> <ul style="list-style-type: none"> ▪ Handles international trading and local distribution of household and health and skin care products, hobby accessories, anti-corrosion materials; ▪ Manages Product Inventory and logistics; ▪ Manages company website – construction, maintenance / backup, modification, updates; ▪ Facilitates on – line business administration & troubleshooting; ▪ Customer relations & support.
February 2005-April 2007	<p>NATIONAL CUSTOMER MANAGER, DHL WORLDWIDE EXPRESS CORP.</p> <ul style="list-style-type: none"> ▪ Handles Public Sector & Co-loading / Resellers / Transport clients of DHL - the highest income bracket among other territories; ▪ Recaptured lost clients, recovered lost revenues and has achieved and sustained revenue above target. ▪ Has achieved above 120% year over year revenue growth in 2006.

- Manage a defined portfolio, KA1, of National Customers on a country level and is a part of the National Customers Sales Group reporting to the National Customer Channel Manager;
- Direct coordination with client's Products Management, Supply Chain Planning, Express Logistics Consulting;
- Provides customer oriented service at all times relating to specific sales issues;
- Plan & coordinate national sales activities to retain and develop sustaining sales revenue;
- Provide National Customer account revenue and activity reporting, as required by Sales Management;
- Develop a working relationship with the relevant support sections of the company
- Formulate a personal sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within the existing client base so that the required personal sales results are achieved;
- Develop and implement a strategy to promote DHL Advantage programs and solutions to the assigned list of accounts;
- Implement GSP platform tools including the Pipeline Forecast and Relationship Balance Sheet;
- Display strong skills in Global Customer analysis to ensure that all customer requirements are being fulfilled;
- Manage and coordinate the national sales activities of a group of National Customer accounts in order to retain and develop their revenue contribution;
- Promotes Sales Team support
- Breaks down a problem, situation or process into its component parts, separates the main issues from side-issues, understands the nature of parts and their relationship to one another. Seeks out and critically evaluates both numerical and narrative information. Draws accurate conclusions;
- Sets clear and realistic goals and objectives for account growth;
- Establishes a course of action and a sequence of steps to ensure that activities and objectives are efficiently achieved;
- Makes timely and appropriate choices based on accurate analysis and experience. Uses sound judgment even in conditions of uncertainty. Anticipates impact of decisions and plans how to manage risk;
- Continually seeks to accomplish critical tasks with measurable results. Overcomes obstacles and makes adjustments to achieve results. Focuses self and others to achieve targets aligned with business goals;

November 2003-
February 2005

FIELD SALES EXECUTIVE, DHL WORLDWIDE EXPRESS CORP.

- Conducts cold and strategic client calls for Quezon City outskirts area, OS1.
- Recaptured lost clients, recovered lost revenues and has achieved and sustained revenue above target.
- Has achieved above 150% year over year revenue growth in 2005.
- Analyzes client situation for customized logistics solutions;

- Identifies client qualifications for wholesale and retail products and services;
- Hybrid account maintenance, which allows both base and new accounts under one FSE;
- Product knowledge in Documentation, Packaging, and Time Definite Delivery;
- Handles Garment Corporations, Handicrafts, Environmental Foundations, Schools, One-Product Industry companies, Religious Institutions, Medical Supplies Importers, and Recruitment Agencies;
- Proposes structured end to end solutions to match client's present requirements and future logistic needs;
- Provides customer follow-up and feedback to customer service and marketing teams;
- Consolidates monthly, weekly, and daily reports;
- Regularly participates in product and solution customizing training programs;
- Applies the CORK approach in determining the explicit needs of the client;
- Perform OIC tasks for both Ortigas and Cebu Teams.

February 2002 –
October 2003

ACCOUNT MANAGER, EASTERN TELECOM PHILIPPINES, INC.

- Conducts cold and strategic client calls for both vertical and horizontal markets;
- Analyzes client situation for customized solutions;
- Identifies client qualifications for wholesale and retail products and services;
- Hybrid account maintenance, which allows both base and new accounts under one account manager;
- Product knowledge in Frame Relay, International Private Leased Circuits, ATM solutions for above 2 Mbps requirements, Local Loop, Internet Direct Solution, Broadband Internet DSL and Dial-up, Web Hosting, Co-Location of client servers, Domain Name Registration, and Voice Applications;
- Handles Banking and Financing Corporations, Freight Corporations, Internet Service Providers, Application Service Providers, Warehousing, Internet Café, Educational, Foreign Embassies, Networking Companies, Hotels, Ticket Offices, Call Centers, Advertising Agencies, Insurance Agencies, and Recruitment Agencies;
- Proposes structured end to end solutions to match client's present requirements and future needs;
- Provides customer follow-up and feedback to customer service and marketing teams;
- Consolidates monthly, weekly, and daily reports;
- Regularly participates in product and solution customizing training programs;
- Applies the SPIN and SCOTSMAN approach in requirement gathering.

September 2000 –
February 2002

DIGITIZING & PRODUCTIONS MANAGER, LSM MARKETING & HRD CONSULTANTS, INC.

- Responsible in the recruitment of staff for various digitizing tasks.
- Responsible in the training and development of the skills of the personnel in the digitizing department.
- Administered aptitude examinations for applicants to be deployed to LSM clients.
- Performed preliminary interviews for qualified applicants.
- Initiated digital services such as analogue video coverage preservation and transformation into digital files;
- Managed Information Technology support to existing clients;
- Arranged free format designs for digital corporate solutions;
- Supervised digitizing staff to meet client's requirements.

February–September
2000

**SALES CONSULTANT, LSM MARKETING & HRD
CONSULTANTS, INC.**

- Managed existing accounts and scouted for new clients for Business development;
- Engaged in sales activities such as presentation of company profile;
- Proposed designs during sales calls.

November-February
2000

**SALES TRAINEE, LSM MARKETING & HRD
CONSULTANTS, INC.**

- Handled follow up on sales calls, appointments, meetings with new and old clients, sending out of proposals;
- Monitored client profile and services rendered;
- Prepared thank you letters;
- Maintained post-sales client relationships.

June-August 1999

**PRACTICUM TRAINEE, NATIONAL LABOR RELATIONS
COMMISSION**

- Assisted Labor Arbiter staff in receiving labor related complaints;
- Handled administrative case filing.

CERTIFICATIONS

Feb.20 2013

DUPONT AUTOMOTIVE FINISHES

- Basic Refinish Paint Application Course

Dec.02-Dec.11 2013

MFI FOUNDATION, INCORPORATED

- Under Chassis Mechanic

Feb.16-Mar.23 2013

MFI FOUNDATION, INCORPORATED

- Auto Engine Electrical

Jan.19-Feb.02 2013

MFI FOUNDATION, INCORPORATED

- Gas Welding, Cutting And Brazing

Nov.03-Dec.22 2012

MFI FOUNDATION, INCORPORATED

- Diesel Engine Mechanic Training Course

EDUCATION

July-Sept. 2003

ATENEO DE MANILA INFORMATION TECHNOLOGY INSTITUTE

- JAVA object oriented programming

1995-1999

DE LA SALLE UNIVERSITY

- Bachelor of Arts degree in Economics
- Bachelor of Science degree in Legal Management.
- College diploma, January 2000.

1990-1995

ATENEO DE MANILA HIGH SCHOOL

- High School diploma, March 1995.

1982-1990

ATENEO DE MANILA GRADE SCHOOL

- Grade School diploma, March 1990.

COMMUNITY INVOLVEMENT

2015

WISAR Philippines

- Wilderness Search & Rescue

2001

SAGIP

- Assisted in traffic and security operations in 2001 UP Diliman Variety Show.

1998.1999

RELIGION ELECTIVE

- Conducted Public Elementary School teaching.

1994.1995

TULONG-DUNONG SCHOLARSHIP PROGRAM

- Conducted Public Elementary School teaching and tutoring.

EXTRA-CURRICULAR ACTIVITIES

2000-2005

PHILIPPINE GAME FISHING FOUNDATION

- Active member and competitor.

2000.2001

AMATEUR RADIO LICENSE HOLDER FOR VHF BAND

1998-1999

LEI LA SALLE ORGANIZATION MEMBER, DE LA SALLE UNIVERSITY

1997-1998

ECONOMICS ORGANIZATION MEMBER, DE LA SALLE UNIVERSITY

- Participated in inter-school debates. Best debater for rebuttal.

1995.1997

ROTC RADIO COMMUNICATIONS UNIT OFFICER PLATOON MEMBER

- Platoon leader.

1995-1997

KARATE-DO CLUB MEMBER, DE LA SALLE UNIVERSITY

- Assisted in the orientation and participation of new recruits.

1994.1995

ATENEO HONOR GUARD MEMBER

- Participated in school competitions and school activities.

1990-1995

KARATE-DO VARSITY, ATENEO DE MANILA HIGH

SCHOOL

- Participated in school competitions and activity presentations.

1990-1993

VOLLEYBALL VARSITY, ATENEO DE MANILA HIGH SCHOOL

- Participated in school competition.

1980.1987

YAMAHA ELECTONE HALL OF FAME MEMBER

- Participated in annual recitals.

SEMINARS ATTENDED

October 2006

DANGEROUS GOODS AWARENESS PROGRAM

- DHL Worldwide Express Corporation

May 2005

ADVANCED CUSTOMER MANAGEMENT

- DHL Worldwide Express Corporation

March 2005

BEST IN CLASS FAST TRACK – PHILIPPINES

- DHL Worldwide Express Corporation

June 2004

BEST IN CLASS 2 – PHILIPPINES

- DHL Worldwide Express Corporation

February 2004

BEST IN CLASS 1 – SINGAPORE

- DHL Worldwide Express Corporation

May 2003

BASIC MANAGEMENT TRAINING SEMINAR

- Eastern Telecom Philippines, Inc.

January 2003

ACCOUNT MANAGEMENT SEMINAR

- Eastern Telecom Philippines, Inc.

November 2002

PRESENTATION SKILLS WORKSHOP

- Eastern Telecom Philippines, Inc.

September 2002

BASIC SELLING TECHNIQUE SEMINAR

- Eastern Telecom Philippines, Inc.

June 2002

PRODUCT AND SERVICE TRAINING SEMINAR

- Eastern Telecom Philippines, Inc.

July 1996

FILIPINO CULTURE AND STUDIES SEMINAR

- Filipino Department Office, De La Salle University.

December 1995

MARKETING SEMINAR

- Marketing Department Office, De La Salle University.

July 1995

LEADERSHIP SEMINAR

- Student Affairs and Development Office, De La Salle University.

November 1990

CREATIVITY SEMINAR

- Child Development Center, Ateneo de Manila High School.

September 1990 LEADERSHIP SEMINAR

- Child Development Center, Ateneo de Manila High School.

- Child Development Center, Ateneo de Manila High School.

SEMINARS CONDUCTED
1994-1995 DAYS WITH THE LORD STAFFER

- Guidance Office, Ateneo de Manila High School.

DAYS WITH THE LORD STAFFER

- Guidance Office, Ateneo de Manila High School.

AWARDS AND RECOGNITION

July 2004	2 nd PLACE QUARTERLY FTB CHAMPIONS LEAGUE <ul style="list-style-type: none">▪ DHL Worldwide Express Corporation
June 2004	SILVER SQUAD FOR 3 MONTHS STRAIGHT QUOTA <ul style="list-style-type: none">▪ DHL Worldwide Express Corporation
May 2004	1 ST PLACE APRIL 2004 FTB CHAMPIONS LEAGUE <ul style="list-style-type: none">▪ DHL Worldwide Express Corporation
November 2002	BEST PRESENTER FOR PRESENTATION SKILLS WORKSHOP <ul style="list-style-type: none">▪ Eastern Telecom Philippines, Inc.
July 2002	ACCOUNT MANAGER OF THE MONTH <ul style="list-style-type: none">▪ Eastern Telecom Philippines, Inc.

2nd PLACE QUARTERLY FTB CHAMPIONS LEAGUE

SILVER SQUAD FOR 3 MONTHS STRAIGHT QUOTA

1ST PLACE APRIL 2004 FTB CHAMPIONS LEAGUE

BEST PRESENTER FOR PRESENTATION SKILLS WORKSHOP

ACCOUNT MANAGER OF THE MONTH

- Eastern Telecom Philippines, Inc.

PERSONAL BACKGROUND

- Born December 2, 1975 in Manila, Philippines
- Fluent in English and Filipino
- Knowledgeable in Microsoft programs and other hardware for transforming analog materials into digital output products
- Interests: Automotive Work, Traveling, fishing, Remote Control crafts, billiards, Swimming, Cycling, Enjoys Team Sports
- Adaptable, Goal-oriented, Quality-oriented

- Adaptable, Goal-oriented, Quality-oriented

OTHERS

- Full clean driver's license and passport
- Experience travelling abroad
- Vaccinated against COVID-19

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Reference list available upon request.