

JENNY M. SUBRASTAS

Retail Sales Associate

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SUMMARY	A B2C entry-level sales professional with experience in the field and retail sales. Skilled in client relations, negotiation, and closing deals that drive customer satisfaction and business growth.	
WORK EXPERIENCE	Sales Associate, Collecticons Inc	Mar. 2025 – Aug. 2025
	<ul style="list-style-type: none">Converted 15+ daily customer inquiries into purchases through tailored service.Maintained 100% stock accuracy and optimized product displays to boost sales.Built customer loyalty by resolving concerns quickly and professionally.	
	Sales Representative, Green Life AVM Advertising	Feb 2022 – Jul 2022
	<ul style="list-style-type: none">Conducted live product demonstrations and persuasive sales presentations.Negotiated and closed multiple deals, consistently meeting targets.Researched customer behavior to improve targeting and conversion rates.	
EDUCATION	Bachelor of Science in Computer Engineering	2023 – 2024
	Eulogio "Amang" Rodriguez Institute of Science and Technology (Undergraduate)	
	Science, Technology, Engineering, and Mathematics (STEM)	2021 – 2022
	Cabadbaran City National SHS	
CERTIFICATE	TESDA COMPUTER SYSTEM SERVICING – NC2	Oct. 10, 2024
	Honorio Lopez Technical Institute	
KEY SKILLS	<ul style="list-style-type: none">Office Suite software.Organizational and time management skills.Direct-to-Customer & Retail SalesNegotiation & Deal ClosingCustomer service.Inventory Accuracy & Merchandising	