



JOE MARIE EFE

Professional Experiences

CONTACT



Caloocan City



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EDUCATION

AB Mass Communication Broadcast with 18 Units of Education

Centro Escolar University
2009 -2013

EXPERTISE

- Agent & Merchant Training
- Solutions Selling
- Leadership
- Relationship Management
- Channel Sales Management
- Presentation
- Price Negotiation
- Interpersonal Skills

Channel Sales Manager (2019 – Present)

PayMaya Philippines Inc.

- Manages channel – partners to achieve the target sales and profit goals
- Leads the channel-partners in account activation and sales initiatives that drive profit goals
- Helps channel-partners achieve their target by providing regular business partner reviews
- Ensures active support and compliance to other business related tasks, strategies, directives and or official assignments delegated by PayMaya Business Management.
- Strengthen and maintain the business relationship with the channel-

Industry Sales Lead (2018)

Voyager Innovations

- Acquire Small Medium clients by selling the products of Voyager Innovations through face to face, email or phone
- Improve and strengthen business relationships by engaging regular business reviews
- Gather own leads through social media, and by attending events
- Key point of contact between the client and the organization. Coordinates with internal departments such as Finance, Marketing, IT departments if a client has concern or query.

Business Operations Officer (2017)

Voyager Innovations (eCommerce Department)

- Leads in re-engineering and implementing of business processes to ensure best practices in our day-to-day operations
- Handle onboarding of new merchants including coordination with store creation, production, accounts, and other relevant stakeholders

Relationship Manager (2016)

Voyager Innovations (eCommerce Department)

- Maintain the relationship with existing clients by providing timely and relevant feedback through emails or phone calls
- Strengthen the relationship by conducting monthly business partnership review with the clients

Merchant Acquisition Specialist (2015)

Voyager Innovations (eCommerce Department)

- Acquire clients by selling the products of Voyager Innovations to Small and Medium Enterprises
- Sells the product of Voyager Innovations to potential clients through face to face, email, or phone

Shop Ambassador (2014)

Voyager Innovations (eCommerce Department)

- Handles the online selling process of the assigned merchant by processing orders, coordinating with logistics, and coordinating with customers
- Ensures that inventory will suffice the demand of the customers through close-coordination with the partner-merchant

Account Manager (2013)

Jobstreet.com.ph

- Acquire or create new business by contacting potential and existing clients through phone
- Present the services and products of company through phone