



Eva May Tuardon

(+63)936-401-7694 | eva_perzs@yahoo.com | Koronadal City, South Cotabato
Female | 27 year old | Born Again Christian

Experience

6.9 years of total experience

May 2016 – March
2017

Account Management Specialist for South and North Mindanao

La Filipina Uy Gongco Corporation-Amigo Segurado

Industry	Consumer Products / FMCG
Specialization	Sales – Corporate
Role	Sales Executive/Account Manager
Position Level	Assistant Manager / Manager

Handles 70% of the total Business in Mindanao covers Northern and Southern Mindanao and 12 branches of Gaisano Unipace which is under direct accounts. Currently handling three (3) Distributors in the area which I am responsible to lead and manage the distributor's sales force, and the development of its business. Responsible of the implementation of channel & account sales activations. Develop viable distribution initiatives and go-to-market strategies to acquire the territory's potential market and Manage various teams within the Business Unit.

Year Ago Business in the area is only at 17M due to issues in distribution in the market and Bad Orders index grew. But thru leading the sales team to correct Must Carry List distribution per channel, massive UBA drive for tertiary level to increase census in the area and proper selling procedure by correcting Inventory using call sheet selling and revising coverage plan to have a quality call to accounts covered, BO index decreases and census in the area grew. 2016 Business performance in the area posted +45% versus Year Ago.

Feb 2013 – May 2016

Key Account Specialist

Nebraska Distributor-Del Monte Philippines Inc. | Northern Mindanao, Philippines

Industry	Consumer Products / FMCG
Specialization	Sales – Corporate
Role	Sales Executive/Account Manager
Position Level	Assistant Manager / Manager
Monthly Salary	PHP 26,000

Handling Major Accounts in Northern Mindanao comprises Gaisano Unipace Chain, Ororama Chain which contributes 40% of the business in the area. Responsible of forecasting the volume on a per account per category basis and meeting it and is responsible for Growing the business. Seeks out and identifies new business opportunities by implementing innovative programs that addressed key barriers in trade.

The result of the effectiveness of handling the business posted +11% growth versus Year AGO business.

Key tasks included in my scope are: Volume Forecasting, Budget Management, Key Accounts Management, and Business Management.

May 2012 - Feb 2013
(10 months)

Human Resource Officer

Washington DC Distributor/Nebraska Distributor

Industry	Consumer Products / FMCG
Specialization	Human Resources
Role	General HR
Position Level	Supervisor / 5 Years & Up Experienced Employee

Working closely with departments, increasingly in a consultancy role, assisting line managers to understand and implement policies and procedures; promoting equality and diversity as part of the culture of the organization; recruiting staff - this includes developing job descriptions and person specifications, preparing advertisements, checking application forms, short listing, interviewing and selecting candidates; developing and implementing policies on issues such as working conditions, performance management, equal opportunities, disciplinary procedures and absence management; advising on pay and other remuneration issues, including promotion and benefits; undertaking regular salary reviews; administering payroll and maintaining employee records; interpreting and advising on employment legislation; dealing with grievances and implementing disciplinary procedures; developing HR planning strategies with line managers, which consider immediate and long-term staff requirements in terms of numbers and skill levels; - planning, and sometimes delivering, training, including inductions for new staff; analyzing training needs in conjunction with departmental managers.

May 2010 - May 2012
(2 years 1 month)

Promotions and Marketing/Merchandising Officer

Nebraska Distributor_Del Monte Phil.Inc

Industry	Advertising / Marketing / Promotion / PR
Specialization	Sales – Corporate
Role	Sales Support Coordinator
Position Level	1-4 Years Experienced Employee
Monthly Salary	PHP 15,000

Ensures flawless execution of Del Monte Customer Marketing Group programs. Monitors and submits status reports for ongoing Del Monte Customer Marketing Group programs regularly. In-charge of deployment of merchandising materials (both for promos and regular merchandising). Ensures speedy/timely placement of new products on shelves, proper management of in-store product displays and merchandising. Monitors reports submission of merchandising agency. Ensures that merchandising guidelines and pictures of success have been complied with. Evaluates merchandising agency's performance on a regular basis. Act as the overall in-charge for promotions and merchandising. In-charge to coordinate with the Merchandising Agency and the Distributor Sales Personnel and verify accuracy of data before submission to Del Monte Phil., Inc.

Education

2010

Notre Dame of Marbel University

Bachelor's/College Degree in Finance/Accountancy/Banking | Philippines

Major: Management Accounting

Awards: NDMU 2010 Most Outstanding Volunteer Awardee

College

Organizations: T'nalak Youth Group- Pathways to Higher Education President-SY 2009-2010
ISKOLAR NG KORONADAL - SY 2008-2010
Honors Society Member –SY 2006-2010

Skills

Advanced

Forecasting, Negotiation, Account Management, Merchandising, Sales Management, Inventory Management, New Business Development, Leadership

Languages

Proficiency level: 0 - Poor, 10 – Excellent

Language	Spoken	Written
Filipino (Primary)	10	10
English	10	10

Additional Info

Expected Salary PHP 35,000
Preferred Work Location Soccsksargen Area

Other Information
TRAININGS/SEMINARS

Date	Topic/Course Title
September 18, 2013	Gaisano Unipace Business Review and SOND Lockout
Septemebr 19, 2013	Ororama Chain Business Review and SOND Lockout
Jul 3, 2013- Jul 5, 2013	Mindanao Sem 2 Sales Forecasting Del Monte Philippines, Inc.
Jan 24, 2011- Jan 24, 2011	Del Monte Golf Course, Manolo Fortich, Bukidnon Mindanao Promotions and Merchandising Officer Training Del Monte Philippines, Inc.
May 21, 2010- May 23, 2010	Del Monte Golf Course, Manolo Fortich, Bukidnon 1st Vis-Min Promotions and Merchandising Officer Summit Del Monte Philippines, Inc. Castle Peak Hotel,Cebu City

References

Tom P. Dignos Regional Sales Manager- Mindanao
SAMSUNG Philippines
Tel. No. (0917) 572 8376
Relationship: Former National Sales Director of Del Monte Philippines Inc.

Rufus Moneva Regional Sales Manager- Mindanao
Conception Carrier Philippines
Tel. No. (0998) 968 3894
Relationship: Former Regional Sales Manager of Del Monte Philippines Inc