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| Tabotabo Gregorio **Gregorio Tabotabo A.** |
| **Sangi Drive-highway Caridad,Tuburan, Cebu**  **6043 Philippines** |
| **vonschyrostabotabo@yahoo.com /** |
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| **Agriculture Major In Animal Science** |
| **Agriculture major in animal science enhancing system functionality of livestock animals especially in layer & hog farming. Track record of tackling and solving tough business and technical problems. Strong leader with demonstrated ability to work effectively with individuals at all levels and in all functional areas. Experience managing full process in livestock production lifecycle from requirements gathering to final implementation and personal training process.** |

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| **Experience:**  **Technical Sales Representative** | | |
| **02/082005 11/18/2008** | **Popular Feed mill Corporation** |  |
| **DUTIES AND RESPONSIBILITIES:**  **1.Visits prospective customers personally and opens new accounts within assigned area**  **2.Attends to customers concerns and assist and support them on the technical aspect le.prescribe medication and vaccination program and attends to farm performance,etc.Refers major complaints to immediate supervisor to maintain good relations and gain customer’s respect and confidence.**  **3. Conducts backgrounds check on customers paying habit for possible recommendation of credit accommodation and facilitates compliance of C&C credits requirements.**  **4. Coordinates with feeds productions section on the availability of ordered stocks opts for substitute stocks in consultation with the customers concerned .**  **5. Prepares sales orders and submits to sales clerk for verification /processing to ensure inclusion of approved orders in the scheduled deliveries for the day.**  **6. Prepares and issues sales invoice to customers, collects and receives payments there from and issues Provisional Receipts for payments/ collections received.**  **7. Accounts’ for all invoice reconciled with DR/TSS for stocks received.**  **8. Submits prepared daily sales and collection report on a daily basis.**  **9.See to it that deliveries are made on time, assist in the loading and unloading fo goods**  **10.Accounts summarizes and remits collections to the company Cashier daily o within reasonable time.**  **11. Prepares and submits weekly plans and itineraries as well as accomplishment report on a wekkly,monthly basis to sales supervisor.**  **12. Collects due A/R trade accounts as takes full responsibility for the collection/settlementodA/R driver accounts.**  **13.Ensures appropriate maximum utilization and maintain ace of assigned vehicle including request and follow up of repairs.**  **14. Prepares for an attends weekly sales meeting regularly.**  **15. Performs other duties as may required.** | | |
| **Business Unit Area Sales Manager** | | |
| **05/2009~ 08,2011** | **Universal Nutri-Drugs Marketing Cebu Area** |  |
| * **>Supported inside sales and account management activities. Prospected and secured new clients by telephone and in person.** * **Provided detailed funnel reports to general manager regarding prospective clients and sales projections.** * **Established and maintained professional relationships with customers to better anticipate and satisfy their needs.** * **.> Promote all imported products coming from India vitamis amino acids,Accidifiers,Milk products,Vitamin premixes, Toxin Binder,Mold Inhibitors,Pellet binder,Local & imported customize base mixed products Vaccines, and antibiotics, Disinfectants.and other Over The Counter products and other micro ingredients.** | | |

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**East Asia Veterinary Products Inc.**

**2011-2013**

**Territory Sales Representative (Cebu Western Visayas Area)**

**JOB SUMMARY**

**The Territory Sales Representative is responsible for implementing and managing the Company's sales, marketing, and distribution objectives within a geographic territory. The primary role of the Territory Sales Representative is to use a variety of East Asia Veterinary Products Inc resources to meet the individual needs of the end users & Distributor account base to support and service the Territorial Boundaries business limit. The Territory Sales Representative will collaborate with the Visayas Mindanao/Sales Manager to integrate resources as required.**

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

**Organization and Planning**

* **Determine calendar planning for account call frequency that accommodates the needs of the sub dealers, end user’s and Distributors, taking into consideration Retailer and Distributor events, promotional ad periods, and resets**
* **Plan meetings with all territory accounts to cover business issues, account goals and support retail programs**
* **Schedule and manage mutually-agreed-upon support for each distributors and sub dealers account**

**Selling**

* **Conduct Brgy. level and Municipal; level seminars**
* **Focus on sales conversion/Brand switching**
* **Meet pricing, merchandising, distribution and promotional goals for the Territory**
* **Introduce / Sell-in daily target.**
* **Make retailers or dealers aware and support distributor promotional plan**
* **Develop dealers specific promotional plans to drive incremental sales volume**

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| **Highlights of Expertise** |
| * **Technical Support** * **Sales & Marketing Expertise** * **Strategy & Execution** * **Resource Management Driven to sales experience** * **Troubleshooting/Resolution** * **Key Account Management** * **Client Relations** * **End-user Support**   **Ms word/excel & power point**  **Driving skills, license restriction code 123**  **Educational Attainment** |

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| **Cebu State College Science Technology Barili, Cebu**  **Bachelor of Science In Agriculture 2004-2005**  **Major In Animal Science** | | |
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| **Associations** | | |
| * **Couples For Christ Community Organization International Community** * **Serves Household Leader.** | | |
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| **References** | | |
| **Democrito Aljun Diamante** | | |
| **Municipal Mayor**  **Tuburan Cebu Philippines** | | |
| **Cogon Tuburan Cebu**  **E mail jundiams@mozcom.com** | | |
|  | | |
| **Noriel T.Andaya DVM** | | |
| **National Sales Manager**  **East Asia Veterinary Products Inc.** | | |
| **Bgry.Gulod Malaya, San Mateo Rizal** | | |
| **Email** [**Noreilandaya@gmail.com**](mailto:Noreilandaya@gmail.com)  **Cell No.0205381865** | | |