

Christian T. Miranda

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OBJECTIVES

To obtain a position where I can maximize my full potential and management skills to excel in my chosen field of professional while assuring that the clients and the company are satisfied with the service provided.

SUMMARY OF QUALIFICATIONS:

Result oriented, has a quality assurance and customer service with focus on providing customer needs first without compromising company policies and operations. Fully compliant with Philippine Constitution Laws and Regulations and a clean record with the NBI and PNP.

Major strengths include excellent in communication skills for both English and Tagalog, proficient in using MS-Word, MS-Excel, MS Power Point, hardworking, creative, competent, good interpersonal skills and attention to details, and has a clear vision to accomplish company goals and demands.

WORK EXPERIENCE

June 7, 2019 – February 2021 ALVEO Land Corp.

- Property Specialist
 - In charge in selling of Residential Lots and Condominiums, Commercial lots and Offices.
 - Promotes sale of properties through advertisements, and participation in multiple listing services.
 - Sources out possible clients while maintaining a good relationship with them.
 - Advises clients on market conditions, prices, mortgages, legal requirements and related matters.
 - Participating on Booth Manning at malls or events
 - In charge in meeting clients and discussing Companies current projects
 - Attending monthly open houses
 - Creating a weekly client generation report
 - Reporting to different bosses (Area Sales Director and Manager)
 - Daily and weekly meetings/sales trainings

June 11, 2018 – December 31, 2018 - Teddy Sage Clothing

- Freelance Sales and Marketing
 - In charge in Website Promotions
 - In charge in selling and marketing the products of the Company
 - In charge on looking for events or bazaar which the Company can participate in and providers such as printers of the shirts, Companies who wish to partner up with the Company.
 - In charge in manning the booth and setting up the booths.

September 18, 2013-May 25, 2018 IMANILA

- Senior Account Executive
 - We are in charge in acquiring new clients and retaining existing ones
 - We offer Website Development, Digital Marketing and Hosting and anything that they need to expose their Business in the World Wide Web.
 - We consistently trained to meet market demands
 - Preparing sales budgets and exploring new markets
 - We ensure the optimum efficiency in any service they acquire from the Company
 - Understanding customers psychology
 - Studying market fluctuation

TRANINGS AND SEMINAR ATTENDED:

- ALVEO SALES ON-BOARDING TRAINING (May 16, 2019)
- INVESTMENT TALK By Mr. Rex Mendoza (September 22, 2019)
- THE SALES CAMP by Coach Jonathan Petalver (December 3, 2019)
- Handling Objections and Closing a Sales Training – ALVEO Land Corp. (March 26, 2021)
- 1Q MEDIA BRIEFING Seminar by Mr. David Leechiu (April 2, 2020)
- HABITS OF HIGHLY EFFECTIVE SALES AGENT – REMAX CAPITAL (April 6, 2020)
- COVID-19 and Philippine Property Seminar – Colliers International (April 7, 2020)
- LIFE AFTER LOCKDOWN by Coach Jonathan Petalver (April 24, 2020)
- Effective Investing in the time of Crisis by Mr. Rex Mendoza (May 5, 2020)
- How to Build rapport to clients Webinar – Lamudi (July 1, 2020)
- Continuing Professional Development (CPD) Seminar PREVAIL INC. (July 18, 2020)

EDUCATIONAL BACKGROUND

2009-2013	St. Joseph's College of Quezon City Bachelor of Science and Business Administration Major in Marketing Tertiary
2005-2009	St. Thomas Aquinas School San Juan Secondary
1999-2005	Immaculate Heart of Mary College Primary

CHARACTER REFERENCE:

- Mr. Ramon King III
Company: ALVEO LAND CORP.
Position: Area Sales Director
Mobile: 0917-529-5464

- Ms. Mai Castillo
Company: ALVEO LAND CORP.
Position: Sales Manager
Mobile: 0917-315-0688