

Bernardino Lamina Lirio

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Career Objective

To join an organization that will further develop my skills, interest and knowledge while achieving the company's goal towards useful production therein.

Employment History

Area Sales Head

Seaoil Philippines Inc
Lubricants- Luzon/ Lubeserv Nationwide
December 2022 – present

- Manage sales team from two different departments the Lubes distributor team for the whole Luzon Area and Lubeserv Sales Team
- Ensure that team members' department KPI set and sales target is achieved.
- Build and execute sales strategic programs that would benefit on achieving and generating sales and margin for the company.
- Establish rapport to end users, distributors and external partners.

Senior Sales Officer

Seaoil Philippines Inc
Lubricants- South Luzon
September 21, 2020 – December 2022

- Handles new account opening for Lubricants sales distributors and end users for the South Luzon area.
- Source prospects and possible clients that need Lubricant products in different areas and industries.

Sales Officer

Union Galvasteel Corporation
National Accounts
January 3, 2020 – August 5, 2020

- Source and prospects clients on a national scale from end users and contractors that need roofing applications and accessories, light metal frames and PU Insulated roofing.

Sales Account Officer

South Pacific Inc

South NCR & South Luzon

March 21, 2017- November 30, 2018

- Promotes, sells and secure orders from existing and prospective customers through a relationship-based approach.
- Handles the promotional aspect of the company, and contributes in the brainstorming of identifying potential accounts.
- Generate management reports on area performance, customer issues, needs and propose solutions.

Key Accounts Specialist

Fly Ace Corporation

Batangas & Laguna Area

November 16, 2015 – February 13, 2017

- Handles Key Accounts Supermarket of Batangas & Laguna Area
- Responsible for total Account Management sales, returns and trade relations.

Associate Key Accounts Specialist

Fly Ace Corporation

Batangas Area

January 2, 2014 – September 6, 2015

- Handles Key Accounts Supermarket of Batangas Area
- Responsible for total Account Management sales, returns and trade relations.

Store Supervisor

Surplus Marketing Corporation

SM City Lipa, Batangas

January 3, 2011 – December 31, 2013

- Assist the store manager in all of her functions and assume full responsibility of the branch in her absence.
- Monitors display and replenishment of stocks regularly.
- Recommends and implements specific measures in order to ensure that sales targets are achieved.

Marketing Associate

Sumisho Motor Finance Corporation

Ayala Highway, Lipa City Batangas

July 12, 2010 – January, 2011

- Source for Motorcycle loan applications in different dealers.
- Screen application and recommends loan for approval.
- Release approved motorcycle units to clients.

Education

De La Salle University – Lipa

J.P. Laurel National Hi-way, Mataas na Lupa, Lipa City Batangas
Bachelor of Science in Psychology Ψ
School Year 2005 – 2009
Tertiary Level

La Consolacion College Tanauan

A. Mabini Avenue Tanauan City, Batangas
School Year 2001 – 2005
Secondary Level

Researched Paper

Ordinal Position of Birth: A Comparative Study on the
Personality Traits of BS Psychology Students of De La Salle
Lipa Academic Year 2008-2009
March, 2009

Personal Background

Born on May 20, 1989 in Tanauan City, Batangas, Philippines. Knowledgeable in Microsoft Word, EXCEL and POWERPOINT. Goal-oriented, hard working, flexible and can work with minimum supervision.

References

Benedict Miranda

Seaoil Philippines
Senior Manager Lubes Sales Nationwide/ IRD North & Central Luzon
Contact # 0999886 3703

Eva Ilagan

Surplus Marketing Corp
Store Manager
Contact # 0917554 4028

Jeannet Montenegro

Fly Ace Corporation
Senior Account Specialist
Contact # 0999885 4317