



## **Ryan William J. Molina**

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### **Objective**

To seek a position that will benefit from my sales and customer service experience, positive interaction skills and good communication skills where my nine years' experience can improve the sales quality results and customer service experience.

### **Qualifications Summary**

#### **Sales**

- Consistently recognized for the achievement and performance in the sales industry
- Innovative and successful in mining new sales and establishing new businesses
- Setting appointments for the client

#### **Customer Relations**

- Effectively interact with corporate as well as small business customers
- Has a good communication and listening skills
- Problem analysis and problem-solving skills
- Keen to details and accuracy

#### **Management and Supervision**

- Proven leader with special capabilities in building teams
- Ability to strategize and plan ahead
- Good decision making skills

#### **Computer**

- Skilled in Excel and other word processing programs
- Familiar with PC and Mac environments

### **Professional Experience**

#### **Sales Specialist**

full Potential Solutions

June 25 2019 – Present

#### **Sales Specialist**

Acquire BPO Techno Plaza 2 Eastwood, Quezon City

January 2016 – April 2019

**Collection Representative**

WNS Eastwood Libis Quezon City  
June 2014 – January 2016

**Sales Representative**

Acquire Asia Pacific, 1800 Eastwood Libis QC  
Feb 08 2014 – May 08 2014

**Data Analyst**

Ragus, Incorporated, Ortigas, Pasig City  
June 4, 2013 – November 08, 2013

**Sales Specialist**

Ragus, Incorporated, Ortigas, Pasig City  
August 20, 2012 – June 04 2013

**Sales Representative – Australia, Telco**

Pacific Hub Corporation, Shaw Boulevard  
June 3 – August 15, 2012

**Link Developer**

Linkstar, Cyber Mall, EastWood Libis, Quezon City  
September 2011 – May 1, 2012

**Sales Specialist**

Startel Communications, Ortigas, Pasig City  
April 2010 - July 2011

**Customer Service Representative**

Acquire Asia Pacific, Mandaluyong City  
April 2007 – February 2010

- Respond to general customer inquiries, invoice questions, and customer complaints. Project a professional company image through phone interaction

**Sales Supervisor**

Access Call Solutions, Makati City  
May 2005 – February 2007

- Leading, directing and motivating the sales team in order to achieve the overall corporate sales objectives

**Sales Agent**

Sterling Global, Ortigas Center, Pasig City  
March 2004 – May 2005

- Responsible for all sales activities in assigned accounts
- Present and sell company products and services to current and potential clients.

## **Education**

Tertiary:

CONSERVATORY OF MUSIC

University of the Philippines, Diliman, Quezon City

Date Attended: 1994 -1997

Secondary:

ROOSEVELT COLLEGE MARIKINA, Marikina City

Date Graduated: 1994

Primary:

ROOSEVELT COLLEGE MARIKINA, Marikina City

Date Graduated: 1990

## **Training and Certifications**

### **Leadership Training**

ICBPI, San Juan Metro Manila

Date Attended: November 2006

### **Time Management**

Sterling Global, Ortigas Center, Pasig City

Date Attended: March 2004

References available upon request.