



ABDUL HAMID T. MANALOCON

SALES EXECUTIVE

SKILLS

- ✓ Communication Skills.
- ✓ Active Listening.
- ✓ Empathy.
- ✓ Patience.
- ✓ Problem-Solving Skills.
- ✓ Product Knowledge.
- ✓ Time Management.
- ✓ Adaptability.
- ✓ Multitasking.
- ✓ Resilience.
- ✓ Teamwork.
- ✓ Cultural Awareness.
- ✓ Technical Proficiency.

OBJECTIVES

- To enhance customer satisfaction and loyalty by providing exceptional service, resolving inquiries and issues promptly, and utilizing product knowledge to drive sales growth and achieve revenue targets.
- To deliver outstanding customer support while leveraging sales opportunities by understanding customer needs, offering tailored product recommendations, and consistently meeting or exceeding sales goals.

WORK EXPERIENCE

Present

Relationship Officer | Commercial Bank of Dubai (CBD) Smart Union. Abu Dhabi, UAE

- ✓ Actively seek out new sales opportunities through cold calling, networking and social media for selling retail banking products like credit cards.
- ✓ Ability to work under pressure to meet sales target.
- ✓ Required daily follow up with the customers for networking.
- ✓ Through direct / telephonic conversations able to engage with the customers

April 11, 2022- October 10, 2023

1 & half year

Insurance Advisor | Orient Insurance, Al Futtaim Group, UAE

- ✓ Networking and calling with potential customers.
- ✓ Set a meeting face to face with client
- ✓ Educate customers on each type of insurance coverage and make recommendations based on their needs
- ✓ Process their documents thru computer and etc.

November 15, 2020- December 5, 2022

more than 2 years

Cashier/Barista | Capital Motion Group, UAE

- ✓ Taking customer orders at the counter.
- ✓ Receiving payments and presenting change to customers
- ✓ Managing the register, including all credit card and cash operations
- ✓ Making all beverages, such as coffee tea and juices.
- ✓ Answering questions regarding menu items.
- ✓ Monitor stock levels and place orders as needed.

September 12, 2018- October 10, 2020

more than 2 years

Teller/Cashier | Al Dahab Exchange, UAE

- ✓ Keeping currency and coins in a neat and orderly arrangement.
- ✓ Serves customers by completing account transactions
- ✓ Assisting customers with basic transactions, such as making deposits and withdrawals.
- ✓ Tallying of cash as per system and deposit with treasury before end of duty. And (etc.)

EDUCATION

**Bachelor of Science in Commerce
Major in Management.**

Marawi Islamic College | Lanao Del Sur, Philippines. 2017

UAE Attested

CONTACT DETAILS



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United Arab Emirates.**

PERSONALITY

Trustworthy, Reliable, Ethical, Progressive, Honest, Friendly, Open Minded, Fast learner, and Punctual.

PERSONAL DETAILS

Age: 28

Gender: Male

Civil Status: Married

Nationality: Filipino

Religion: Islam

Language: English & Filipino

Visa Status: Cancel