




JESUS BENEDICT "JB" R. PADILLA

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PERSONAL INFORMATION

Birth Date	: December 24, 1988	Age	: 30
Birth Place	: Sampaloc, Manila Philippines	Weight	: 60 kg
Civil Status	: Single	Height	: 165 cm
Religion	: Christian	T.I.N.	: 457-189-647-000

OBJECTIVE

To be able to work in a company that will hone my skills to be more competitive and be more productive as I could be. A position where I can use my skills based on what I have learned academically and based on my life and work experiences.

EDUCATION

2010- 2012 (Graduate)	: AMA University – Caloocan City BSBA, Major in Business Management
2005 – 2009 (Undergraduate)	: Far Eastern University - Recto Morayta, Manila BSBA, Major in Business Management
2000 - 2005 (High School)	: St. Mary's Academy of Sto.Niño - Meycauayan City, Bulacan

WORK EXPERIENCE

A. Agency Unit Manager (October 2017 – Present)

Maxicare Healthcare Corporation, Salcedo Makati

1. Promoting Healthcare services to every individual, family or corporations thru field work or via online.
2. Ensuring the quality of company services availed by each individual or corporations
3. Ensuring aftersales assistance to every existing clients and corporations
4. Providing the latest updates for each products and services of the
5. Generating thousands of leads using a software
6. Doing daily follow ups via text, call, chat and email messages
7. Setting an appointment and conducting presentation to prospect companies nationwide
8. Managing and conducting quarterly meeting to my team for them to learn latest sales strategies, marketing tools, customer service and etc.
9. Can work anytime, anywhere using mobile phone and laptop with high-speed internet connection
10. Generating thousands to million net sales per month
11. Expanding my team nationwide

B. Licensed Financial Advisor (April 2014 - Present)

Manulife Philippines, NEX Tower Makati

1. Promoting and selling various insurance product and services to prospective clients such as education, investment, savings, retirement, health, accident and group insurance.
2. Seeking out new prospects daily via phone calls and cold canvassing.
3. Setting an appointment and conducting presentation
4. Preparing proposal, calculating premiums and establishing payment method
5. Attending meetings, seminars and programs to learn about new products and services, marketing skills and receive technical assistance in generating leads.

C. Online Sales Marketing Agent (Sept 2013 – Mar 2014)

Easy Express Inc., Freight Forwarding / Padrose Services ISF Filing & LTL Broker (California USA based company)

1. Calling the person-in-charge in the shipping, logistics or the Warehouse Manager who handles all the imports and exports of the client's product.
2. Gathering all the contact persons information and ensuring that the information is correct and updated.
3. Preparing excel spread sheet database for all the records of the information of the prospective clients.
4. Composing and offering all the services on freight forwarding, ISF Filing & Trucking LTL services.
5. Monitoring and updating all the transactions.

D. Sales Executive (May 2013 – August 2013)

ASPEC Qatar Limited (Electronic Parts Supplier) Doha – Qatar

1. Presenting the company profile and company products and services to the clients.
2. Setting appointments and Offering the products and services to prospective clients.
3. Doing daily follow-ups to inquiries and provide detailed quotations

SEMINARS ATTENDED

1. Work Attitude and Values
2. Customer Service
3. Basic Leadership Course
4. Supervisory Skills
5. Team Building

SKILLS

1. MS Office – Word, Excel, Powerpoint, Outlook
2. Jotform, Mailchimp, Manychat
3. Basic Photoshop & Video Editing
4. Lead Generation
5. Online Marketing
6. Email Campaign
7. Data Entry

MEMBERSHIP IN ORGANIZATION

A. Member, GrandKawayan Foundation Inc. (2015)

Main goal and advocacy to save the Meycauayan River which is considered as the 2nd dirtiest river in the world. Presently doing some projects geared towards cleaning up the Meycauayan River by coordinating with the different sectors in Meycauayan city.

B. Vice President, Rotaract Meycauayan Bulacan 3770 (2019)

We develop and serve the community nationwide through our skills and ideas in help with the Rotary Club members.

REFERENCES

1. Mr. Joebert Riego (09065213766)
Freelancer and Entrepreneur, Bulacan
2. Mr. Jeffrey Chua (09369137708)
Police Officer, Manila
3. Mr. Jonathan Chua (09271270365)
Freelancer and Online Marketer, Bulacan