

# JOFFER OLACO SUMAMPONG

Al Nahda, Dubai UAE

056-2244938

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47 years old, Married, Filipino

Passport No.: P6296612B

Driver License: 1564939



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A conscientious and professional Sales, Marketing, Business Development and Project Management. Hardworking, highly disciplined, dedicated, focused and honest individual. Motivated with interpersonal communication and relationship management. Competent in handling pressures and difficult situation with calmness and professionalism.

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## **Key Skills**

- Strong presentation skills, demonstration and evaluation.
- Influencing and negotiation skills.
- Excellent in communication skills, both written and verbal.
- Creative talents and ability to solve tough problems.

## **Other Core Competencies**

- Leadership, Teamwork, Decision making, Responsibility, Committed, Positive outlook

## **Employment history**

### **Sales Executive, Hydroturf International, Jebel Ali, Dubai, UAE**

November 19, 2017 – March 2021

- Responsible for Sales and Marketing for electric buggy for international hotels in Dubai and northern emirates for F & B, Retail Outlets & Hotels such as Hilton Dubai Creek, Hilton Dubai Jumeirah Hotel, Grand Hyatt & Kempinski Hotel & Residences.
- Meeting end users, purchasers, technical manager and top decision makers, Conduct training
- Exceed sales target given by the management
- Negotiating the terms of an agreement and closing sales
- Worked with customers to find what they want, create solutions for their needs

### **Sales Representative, Hesse International GmbH & Co. KG Jebel Ali, Dubai, UAE**

January 2, 2014 – January 21, 2017

- Handle and managed corporate projects for F & B, Retail Outlets & Hotels such as Hilton Dubai Creek, Hilton Dubai Jumeirah Hotel, Grand Hyatt & Kempinski Hotel & Residences. I handled big contractor & Fit out company such as Fine Edge Decor LLC, Alpha Star Wood Joinery LLC, Tao Interior & Architecture, Costra Group FZ LLC, Wood Style Furniture Industry L.L.C. & many more
- Meeting end users, purchasers, technical manager and top decision makers
- Achieve sales target given by the management
- Aggressively focus on business development to grow the business and range of products

### **Sales Executive, Skynet Worldwide Express, Dubai, UAE**

January 2, 2013 - November 30, 2013

- Developed new business and strengthening customer relationships
- Organizing sales visits
- Demonstrating and presenting products
- Offering solutions to prospective clients

### **Sales Executive, Continental Courier Services LLC, Dubai, UAE**

May 4, 2011 – November 24, 2012

- Achieve sales target given by the management
- Able to persuade potential customer
- Always work to find new sales leads, through business directories, client referrals, etc.

**Field Sales Executive, DPD UAE LLC, Dubai, UAE**

May 17, 2010 TO February 2011

- Achieved and Increased sales in 115%
- Always maintaining and developing relationships with existing customers via meetings, telephone calls and emails
- Visiting potential customers to prospect for new business
- Acting as a contact between a company and its existing and potential markets
- Negotiating the terms of an agreement and closing sales

**Tele-Sales Executive, DPD UAE LLC, Dubai, UAE**

November 16, 2008 TO May 16, 2010

- High energy with excellent in persuasion and telephone skills
- Achieved sales target
- Customer focus and very good data entry skills
- Ability to build rapport with customers and understand their needs.
- Able to sell the following products: courier services, Air Freight, Sea Freight, Road Freight, Classic and Express International
- Very good in closing sales and product knowledge

**Sales Executive, AFG-Software, Dubai, UAE**

October 4, 2007 - November 15, 2008

- Demonstrating and presenting products in professional way
- Set sales goals and determine the best ways to achieve them
- Always find ways to increase sales profits and minimize costs
- Recommend products, and process transactions.

**Marketing Professional, Toyota Davao City, Inc. Philippines**

November 3, 2004 – February 23, 2007

- Skillful and knowledgeable in presentation, negotiation, planning, goal setting, strategy implementation and follow up
- Very dynamic in unit sales, marketing and product handling
- Achiever of the year 2005
- Recognized for punctuality and having perfect attendance for the year 2005

**Education****The Philippine Women's College of Davao**

Bachelor of Science in Hotel and Restaurant Management

June 1994 – March 1998

**Trainings Attended**

May 25, 2006 : Sales Enhancement Training Program. Sunrise Holiday Mansion, Tagaytay, Phils.

March 17-18, 2006: Toyota Marketing Professional Success Program. Toyota Davao City, Inc.

March 17, 2006: Customer Service for Toyota CS Provider. Toyota Davao City, Inc.

March 16, 2005: Basis Automotive Training. Toyota Davao City, Inc.

**Certificate**

October 21, 2006: 10TH KAIZEN COMPETITION (Team Leader).

Toyota Motor Philippines, Sta. Rosa, Laguna, Philippines

**Hobbies & Interests.** I am passionate with nature, so I love outdoor adventure. I'm into sports also such as Swimming, Running. I am also a music lover and play some music instrument