

# ANTONIO B. MAKILING

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STRONG INTERPERSONAL SKILLS WITH EXTENSIVE EXPERIENCE IN SALES AND MARKETING.

## CORE COMPETENCIES

- Strong Customer service Skills, attention to detail, and willingness to learn new skills.
- Experienced in Sales Industry for many years (Real Estate, Travel Agency, Call Center)
- Graduated as Electro Mechanical Technician (Major Mechanical, Electrical, Welding)
- Knowledge of plant equipment, proper maintenance procedures, and principles of operation
- Ability to study and understand operating and maintenance manuals, mechanical ability.
- Able to work independently and on a Team.
- Can accomplish my task even with minimal supervision.
- Has a Professional Driver's License.

## **PROFESSIONAL EXPERIENCE**

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### **BK MARKETING**

**Houston Texas USA**

*Sales Representative ( Door to Door Salesman )*

*April 2023 – Oct 15, 2023*

- Assist customers by doing door to door promotions on Pest Control.
- Conduct Sales Training on New Sales Representatives on how to present and give promotional discounts on Pest control.
- Deployed in Houston Texas USA.
- Finished the contract as one of the Best Top Sellers of the Company.

### **ALVEO AYALA LAND CORPORATION.**

**Circuit Makati City Philippines**

*Manager International Property Specialist*

*Dec 2017 – March 2023*

- Start as a Senior Property Specialist helping new Trainees on assisting their client on Project Presentation, Site tour visit, Payment term presentation.
- Remained courteous and calm at all times, even during moments of intense customer displeasure and concerns.
- Deployed in Hong Kong, Macau, Malaysia, Singapore, Houston Texas USA to assist both Local and International Investors.
- Awarded as One of the Top Sellers on the Month of October 2018 and Year 2020.

### **CENTURY PROPERTIES**

**Pacific Star Building, Makati City**

*Senior International Property Specialist*

*July 2017 – Dec 2017*

- Handle calls daily, with duties including signing up new customers, retrieving customer data, presenting relevant product information, and cancelling services.
- Trained new Property Specialist in how to be effective on their Selling Skills before they are deployed in International Countries.
- Deployed in Hong Kong and Macau many times to assist Foreign Investors to Invest properties in the Philippines increasing more sales.
- Suggested a new tactic to persuade cancelling customers to stay with the company, resulting in a 5% decrease in cancellations

**ALVEO AYALA LAND CORPORATION****Circuit Makati City***International Property Specialist**July 2015 – July 2017*

- Memorized entire line of company products & services, including prices and special discounts to provide detailed information to interested clients.
- Remained courteous and calm at all times, even during moments of intense customer displeasure and concerns.
- Awarded “Fastest Learner” award during the first month of training.

**Convergys****Makati City***Call Center Sales Representative**June 2013 – Jun 2015*

- Main duty is to do Outbound Calls to find clients in USA to avail Cellphone Plans Sprint,AT&T,T Mobile, Verizon potential clients Filipinos abroad.
- Provide sales report monthly and be able to achieve quota.
- Achieve sales quota during 1<sup>st</sup> month of training.
- Assigned as AT&T Mobility Collection agent,

**RUNJET TRAVEL AND TOURS****Pembo, Makati City***General Manager**Jan 2011 – July 2013*

- Formulate company products & services, including prices and special discounts to provide detailed information to interested clients.
- Formulate Sales Projection yearly and provide ways to execute plan to achieve Goals.
- Approachable and friendly to every client while attending to their needs and concerns.
- Supervising and Training Reservation officers to be more effective in their Job and Assignments.

**GRANT TOUR MANAGEMENT****Mandaluyong City***Senior Account Executive**Jun 2008 – Jan 2011*

- Monitor company products & services, including prices and special discounts to provide detailed information to Interested clients.
- Provide Sales projection report, sales report monthly
- Deployed on many parts of the Philippines to do sales call visit to get to know our clients more and produce more sales.
- Visit our Main office in Singapore for Personal improvement trainings.
- Training of Sales Staff on many branches like Bangkok Thailand, Malaysia, Indonesia.

**VINGACARD PHILIPPINES****Manila City***Senior Technician**Jun 2005 – Jun 2008*

- Monitor company products & services, install and maintain the quality of Hotel Door locks.
- Provide training on how to make door key cards to Front office staff and Hotel Manager.
- Deployed on many Hotel in the Philippines to conduct Hotel Door lock Maintenance.

**RICHMOND HOTEL****Ortigas Pasig City***Waiter**Jun 2003 – Jun 2005*

- Provide excellent service on Function Halls to cater special events,
- Welcoming and seating guests, taking guest orders, communicating them effectively to the kitchen and in addition, memorizing the menu and offering recommendations to up sell appetizers, desserts, or drinks.

**EDUCATION**

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**PATTS COLLEGE OF AERONOTICS****Sucab Paranaque, Manila***Aircraft Maintenance Technician**Vocational Course , Under Graduate June 2013***DUALTECH MANILA****Binondo, Manila***Electro Mechanical Technology Technician**Vocational Course , Graduated June 2007*

- Scholarship Recipient

**CHARACTER REFFENCES**

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Can be provided upon request

