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Allen Edgar Quiambao

Professional Overview

Highly motivated and Dedicated Account Executive with 10 Years of experience in working with advertising, consumer support services industry and Office Automation. Closing deals and creates lasting bond with clients through understanding their pain points and even exceeding their expectations when implementing the solution.

Education

2008 - 2009

B.S. in Nursing

Our Lady of Fatima University
Philippines
Undergraduate

2003 - 2007

Meycauayan National High School
Philippines
Diploma

Key Skills

- Key Account Management
- Microsoft Office Proficient
- Performance Reporting
- Excellent Interpersonal Skill
- Sales | Marketing Strategy
- Creative | Resourceful
- Team Player
- Leadership
- Problem Solving Skill
- Attention to detail

Job Experiences

October 2021 - Present

Key Account Executive

Continental Office Equipment & Systems

Kingdom of Bahrain

Scouting a potential client to initiate sales process and turning them into long-term partnerships. Oversees existing client account needs and closing deals.

October 2020 - October 2021

Account Executive

PC Shop W.L.L.

Kingdom of Bahrain

Managing sales process to achieve company objectives and develop excellent work etiquette with internal and external suppliers, clients, agents, and partners. Responsible for analyzing account profitability and identifying additional revenue opportunities.

July 2012 - February 2020

Showroom In-Charge

Awal Plastics W.L.L.

Kingdom of Bahrain

Counter Sales | Show room in charge. Making sure that any customer walks-in, will have something on their when they walk-out. Opening Job orders according to client's specification, Issuing Receipt / Invoice. Daily Sales Reporting and cash remittance to accounts department.

July 2012 - February 2020

Outdoor Sales Executive

SKG Advertising

Kingdom of Bahrain

Meeting Clients and discussing ways to achieve their goal and develop long term relationship through excellent work etiquette. Coordinating with production team to ensure prompt delivery schedules. Monitoring the installation of the project at the site and ensuring the quality of the job.