

# Angelo De La Vega Gongon

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## Professional Profile

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Reliable, energetic, mature, positive and career driven individual, with over 7 years of experience in retail and manufacturing industry. Negotiating high-end client contracts and driving strategic decisions. Handles multiple responsibilities simultaneously while providing exceptional customer service. Quickly learns and master's new concepts and skills. A candidate who combines a strong attention to detail with a high level of commitment, loyalty and dedication.

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## Core Skills

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|------------------------------|--------------------------|-----------------|
| • Business Development       | • Key Account Management | • Networking    |
| • Sales/Marketing Strategies | • Performance reporting  | • Presentations |
| • Client retention/Upselling | • Customer relations     | • Management    |
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## Career Summary

### Account Executive

May 2018 – March 2020

Awal Plastics W.L.L. (Kingdom of Bahrain)

#### *Key Responsibilities*

- Interacted with clients and used sales techniques to improve profits.
- Placed calls to potential new clients and communicated effectively to close sales.
- Performed administrative tasks to organize all accounts responsible for.
- Regular client meetings to understand and discuss their requirements.
- Resolve problems and handle complaints in a timely manner.

#### *Key Achievement Projects*

- Completed the illuminated Gulf Air logo at GA Falcon Lounge at New BIA, 2020.
- Successful event management for Gulf Air at Wyndham Grand, 2019.
- Completed the set up at Gulf Air Booth, F1 at BIC, 2018.

### Account Executive

March 2017 – May 2018

Intercoastal International Technologies Corp. (Philippines)

#### *Key Responsibilities*

- Ensure the long-term success of Company customers.
- Responsible for developing long-term relationships with portfolio at assigned customers.
- Connecting with key business executives and stakeholders.
- Set up regular meetings to client for inquiries and pre-award phase projects.

#### *Key Achievements Projects*

- Successful set-up of 6x9m Marlboro Booth at World Trade Center, 2017.

- Completed the 200 cigarette stands at several conveniences store across NCR, 2017.
- Completed the event set up for Philip Morris International, 2017.
- Successful and Completed set up of Christmas Village on 11 SM Supermalls branch on NCR, 2017.

### **General Trade Manager**

**January 2016 – March 2017**

**JamC Marketing Inc. (Philippines)**

#### *Key Responsibilities*

- Ensure the attainment of Territories sales, distribution merchandising and collection objectives with the set standards.
- Ensure optimum field sales performance through regular coaching.

#### *Key Achievement Projects*

- Achieved Monthly target and +1.2% YTD growth

### **Distributor Major Channel Specialist**

**May 2015 – December 2015**

**JamC Marketing Inc. (Philippines)**

#### *Key Responsibilities*

- Manage the key accounts to achieve sales targets, grow the different categories through program execution and implementation of operational efficiencies.

#### *Key Achievement Projects*

- Achievement +5% YTD growth
- 100% achievement on distributor's and principal KPI's.

### **Trade Marketing Account Specialist**

**April 2014 – April 2015**

**JamC Marketing Inc. (Philippines)**

#### *Key Responsibilities*

- Responsible for activation and monitoring of Cycle plan implementation from Nestle Philippines to Distributor to end-user.

**Sales Executive | May 2013 – December 2013 | MetroWealth (WAKI)**

**Q.A. Officer | October 2012 – January 2013 | WorkxCity Online Solutions**

**Private Nurse | March 2012 – September 2012 | Numicare Service Center**

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### **Education and Qualifications**

- Diploma in Nursing
  - Certificate as Best salesman 2017
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### **References**

#### **Elisse Aquino**

Account Manager  
Awal Plastics W.L.L.  
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#### **Emmanuelle Friere**

Manager – Head Admin and Operations  
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