

# JOHN FELIX M. GALLUR

CAÑIZARES ST., DUMLOG, TALISAY CITY, CEBU 6045

H: 491-3645 | C: 09953217260 | gallurj25@gmail.com

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## ***PROFESSIONAL SUMMARY:***

Sales profession with enough and efficient experience in product sales and assessing the client needs. Seeks a position as Sales Representative.

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## ***SKILLS:***

- Persuasive negotiator
  - Trainable
  - Reliable
  - Flexible
  - Strong Interpersonal Skills
  - People-oriented
  - Trilingual in English, Filipino and Cebuano
  - Excellent work ethics
  - In-depth product knowledge
  - Active Listener
  - Computer Literate
  - Excellent communication skills
  - Motivated team player
  - Microsoft Word
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## ***WORK HISTORY***

CHANNEL GROWTH – Sales Representative

Oneal Building, Capitol St., Cebu City 6000 | September 2016 – 2017

- Completed company training.
- Completed daily outbound calls, up to 8 hours per day.
- Negotiated prices, terms of sales and service agreements.
- Conducted business to business telephone sales.
- Contacted new and existing customers to discuss how their needs could be met through specific products and services.
- Identified prospective customers by using business directories and following leads from existing clients.

- Built relationships with customers and the community to promote long term business growth.

#### TELEPERFORMANCE- Customer Service Representative

Cebu I.T Park, Cebu City 6000 | February 12 2024 – August 21 2024

- Handle Customer Inquires.
- Completed six months training.
- Prioritization and organization skills to handle multiple task efficiency and meet deadlines in a fast paced environment.
- Commitment to understand and meeting customer needs, ensuring a positive customer experience.

#### TUTOR

Dumlog Talisay Canezares Street Zone 3, Talisay City 6045 | 2019-2020

- Conducted regular assessment and progress review task student's development and adjust teaching strategies accordingly.
- Prepared Students for standardized test
- Schedule and managed tutoring sessions effectively, to accommodate students and parents' schedule. Ensuring punctuality and Relib

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#### ***EDUCATIONAL ATTAINMENT***

##### SENIOR HIGH SCHOOL DIPLOMA

Saint Paul college foundation  
Bulacao Cebu City, | 2019 - 202

##### COLLEGE ATAINEMENT

Basic Education Major in English

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