



MUSNI, JOHN ADRIAN C.

ACCOUNT MANAGER | BUSINESS DEVELOPMENT MANAGER

SKILLS SUMMARY

B2B
CRM and ATS tools
Account Management
Lead Generation
Rapport Building
Client Needs Analysis
Closing Sales & Signing Contracts
Quotation/Proposal Presentation
Numerical Skills
Business Operation
Research & Analysis of Information
Basic Editing
Scheduling
Logistics
Project Management Skills
Billing & Invoicing

SOFTWARE | TOOLS


HubSpot (CRM)
LinkedIn Sales Navigator
Recruiter Flow (ATS)
Microsoft 365
Google Workspace
Phantom Buster | Apollo.io | Lusha| etc.
Leads Gorilla
Mail Chimp
Zoom | Skype
Calendly
Trello
Slack | Discord | monday.com
Discord


PERSONAL INFO

Gender: Male
Age: 28
Date of Birth: June 19, 1994
Nationality: Filipino
Height: 5'10
Weight: 180 lbs.

CONTACT ME AT

 Sampaloc, Apalit, Pampanga, PH

 +639653416471 | +639317060751

 johnadrianmusni@gmail.com

 www.linkedin.com/in/johnadrianmusni

WORK EXPERIENCE

Account Manager | Business Development Manager (Freelance)

ThemeArt Studio | April 2021 - Present

Planning and overseeing new marketing initiatives within the Industry. Researching organizations and individuals to find new opportunities offshore and onshore. Increasing the value of current customers while attracting new ones. Finding and developing new markets and improving sales. Pricing and creating Quotation/Proposal, Billing and Logistics.

Business Development Manager (Project Based)

Etrexio Digital Solution | April 2022 - Oct 2022

Planning and overseeing new marketing initiatives within the Industry. Researching organizations and individuals to find new opportunities offshore and onshore. Increasing the value of current customers while attracting new ones. Finding and developing new markets and improving sales. Pricing and creating Quotation/Proposal, Billing and Logistics.

Account Manager | Business Development Manager

ThemeBuilders Philippines| February 2019 - April 2021

Account Manager is the key point of contact between the company and its clients: gathering of vital information such as project details, explaining the process, selling, and serving as a liaison between the company and the clients. Pricing and creating Quotation/Proposal, Billing and Logistics.

Floor Manager

Metro Retail Stores Group, Inc.| Aug 2015 – Feb 2019

Responsible in managing and monitoring the sales objectives of the departments in the assigned floor by ensuring consistent compliance to standards and policies of the selling operations, likewise ensuring customer satisfaction. Supervising and guiding all Department Supervisors under the assigned floor.

ACADEMIC QUALIFICATIONS

Bachelor of Science in Industrial Engineering

UNIVERSITY OF THE ASSUMPTION | JUNE 2015