



# JOSE RAFAEL G. BERNABE

**Account Manager/District Sales Manager**

## PROFILE:

As a District Sales Manager I am in charge of:

- Managing, training and motivating existing sales team to drive revenue growth.
- Develop and manage efficient distribution networks for sales.
- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- Collecting customer and market feedback and reporting the same to the organization.
- Monitoring sales team performance, analyzing sales data, periodical forecasting and reporting to zonal heads.

## Contact Details:

119 Sanchez Street,  
Tinajeros, Malabon City

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## Work Experience:

### Acquire BPO – Ringcentral

#### ACCOUNT MANAGER

OCTOBER 2020 - PRESENT

**JOB DESCRIPTION** – Facilitates concerns and needs of Key Clients. Takes part in planning and managing the full relationship between the business and its most important clients.

### TRUMED HEALTHCARE CORPORATION

#### KEY ACCOUNT MANAGER (NATIONAL)

JANUARY 2019 – OCTOBER 2020

**JOB DESCRIPTION** – Facilitates concerns and needs of Key Clients. Takes part in planning and managing the full relationship between the business and its most important clients.

#### DISTRICT SALES MANAGER FOR MINDANAO

AUGUST 2018 – DECEMBER 2018

**JOB DESCRIPTION** – Maintains and Provides Business Strategies to increase sales and profits by supporting day-to-day functions of the team. developing Market Penetration Plans and Planning Sales Strategies as well as plan, organize and manage sales related activities to produce sales and profit.

### DEMAND SCIENCE

#### SALES DEVELOPMENT REPRESENTATIVE/APPOINTMENT SETTER

JUNE 2017 – OCTOBER 2017

0995-952-7917 (GLOBE) /  
0947-500-1013 (SMART)

[joserafaelbernabe0709@gmail.com](mailto:joserafaelbernabe0709@gmail.com)

## **AWARDS RECEIVED:**

**CLOUD AWARDEE**  
**(RINGCENTRAL Q1 2021)**

**MOST IMPROVED TERRITORY**  
**MANAGER Year 2009**  
(METRO MANILA SOUTH AREA)

**TOP 1 TERRITORY MANAGER OF**  
**THE YEAR – 2010 AND 2011**  
(METRO MANILA SOUTH AREA)

**PRESIDENTIAL AWARDEE – 2010**  
(METRO MANILA SOUTH AREA)

**4TH RUNNER-UP FOR TOP**  
**TERRITORY MANAGER – 2012**  
(DAVAO CITY AREA)

## **TRAININGS and** **WORKSHOPS ATTENDED:**

**Team Buidling Workshop**  
Facilitator: Gylco Buco  
(Training Supervisor)  
Hexagon Corporation

**Dsitric Team Buidling Workshop**  
Facilitator: Gylco Buco  
(Training Supervisor)  
Hexagon Corporation

**JOB DESCRIPTION** – engaged to support the sales function of the business which includes contacting the cold or warm sales that is geared for the purpose of making the first contact with prospective client.

### **VXI GLOBAL**

**ACCOUNT EXECUTIVE**  
JANUARY 2016 – MARCH 2016

**JOB DESCRIPTION** – Handles concerns from customers regarding on their subscriptions from Billing, sales and technical.

### **PHARMA 3 COMPANY**

**DISTRICT SALES MANAGER (OIC) – GMA SOUTH**  
JULY 2011 – OCTOBER 2012

**JOB DESCRIPTION** – Maintains and Provides Business Strategies to increase sales and profits by supporting day-to-day functions of the team. developing Market Penetration Plans and Planning Sales Strategies as well as plan, organize and manage sales related activities to produce sales and profit.

**TERRITORY MANAGER**  
JANUARY 2009 – MAY 2015

**JOB DESCRIPTION** – Maintains good relationship with clients, increase product awareness, answer queries, provide advice and introduce new products. Provides technical data presentations and briefings regarding on the status of the territory. Monitor Competitors products and their activities. Develop strategies for increasing opportunities and minimize threats.

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## **Educational Attainment:**

### **Tertiary:**

**Polytechnic University of the Philippines**  
**Bachelor of Science in Entrepreneurship – Open University**  
June 2019 – Present (Currently enrolled)

**JFK CAREGIVER DEVELOPMENT CENTER**  
**Health Care Provider (6 months Vocational Course)**  
2005-2006

### **Secondary:**

### Leadership Training

Facilitator: Gylco Buco  
(Training Supervisor)  
Hexagon Corporation

### Hobbies:

Dancing  
Billiards  
Basketball

### Character Reference:

#### Rosemarie De Jesus

SB Account Manager  
Ringcentral

[Rosemarie.dejesus@ringcentral.com](mailto:Rosemarie.dejesus@ringcentral.com)

#### Fernando Revilla

District Sales Manager  
Pharma 3 Company  
09215900387

#### Efren Nlerva

Training Manager/Regional  
Manager  
Pharma 3 Company  
09258319588



Jose Rafael G. Bernabe

### ST. MARY'S COLLEGE

2<sup>nd</sup> Honorable Mention  
1999-2003

### Elementary:

### RAMON MAGSAYSAY ELEMENTARY SCHOOL

1997-1998

### ANGELICUM COLLEGE

1992-1997

### Personal Background:

NICKNAME:	JAY-R
AGE:	37
BIRTHDATE:	January 9, 1985
BIRTHPLACE:	Manila
HEIGHT:	5'8"
WEIGHT:	220lbs
CIVIL STATUS:	Married
NATIONALITY:	Filipino
RELIGION:	Roman Catholic

### Skills:



