

KRISHA JANE DEDASE

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Profile

I am an experienced territory manager with proven track record of success in pharmaceutical sales. My strong background in sales allows me to build meaningful relationship with clients and deliver tailored results in achieving the sales target. Throughout my career, I have honed my skills, but I am still open in exploring new opportunities and potentially developing a new career path. As a dedicated, organized and methodical individual, I bring excellent interpersonal skills and a collaborative approach to the team. My dynamic and decisive work ethic allows me to develop opportunities and ensuring I achieve the best results in any tasks and challenges that I pursue

Experiences

KEY ACCOUNTS SPECIALIST ▪ APRIL 2024-PRESENT

ARC BIOPHARMA INC ▪ ORTIGAS CENTER, PASIG CITY (GMA AND SOUTH LUZON AREA)

- Successfully closed a tie-up with 5 key accounts.
- Presenting and discussing products thru round table discussion to all veterinarians per clinic.
- Develop a post sales relationship on a hands-on basis over a long-term period.
- Supported the sales team through closer direct contact with the Key Accounts to bring out any problem, issues or complaints and help to resolve them.
- Identified Key Accounts' needs, requirements, and motivations to understand them better.
- Linked communication between the Key Accounts and the Sales Team on a long-term basis
- Assisted the Key Accounts with their needs to create customized solutions to promote our products that will help them meet their objectives thus achieving mutual satisfaction.
- Proposed collaborative projects with our Marketing and Logistics groups to assist them meet their needs.
- Encouraged and negotiated potential long-term sales contracts to support the Sales Team.

TERRITORY MANAGER ▪ MARCH 2021- APRIL 2024

JACKPHARMA INC. ▪ SAN JUAN, MANILA (QUEZON AND PARTLY LAGUNA AREA)

- 2024 1ST QTD Achiever
- March 2024 MTD Achiever
- February 2024 MTD Achiever
- January 2024 MTD Achiever
- 2023 Product champion
- 2023 YTD Achiever
- 2023 QTD Achiever
- 2023 MTD Achiever
- February to December MTD consistently Achiever
- 2022 Territory Manager of the year awardee
- Successfully accomplished 157% 2022 YTD Sales
- Consecutively achieved 125% and above 2022 MTD Sales
- Achieved the 2022 flavors of the quarter
- 2022 Early Bird sales awardee
- 2022 Jet setter awardee
- 2022 Product Champion
- Promoting company products
- Presenting products to healthcare staff specially doctors, nurses and pharmacist
- Planning activities to doctors
- Building better rapport to new accounts and old accounts especially to doctors
- Open new account and reviving old accounts for dispensing doctors and pharmacy

- Managing budgets and reviewing sales performance
- Making and submitting reports on time

MEDICAL REPRESENTATIVE ▪ JUNE 2019 – FEBRUARY 2021
AJANTA PHARMA PHILIPPINS INC. ▪ MAKATI CITY (BICOL AREA)

- MTD Achiever
- Product Achiever
- Promoting company products
- Presenting products to healthcare staff specially doctors, nurses and pharmacist
- Organizing round table discussion for target doctors
- Presenting products in a product presentation with target doctors as the audience
- Open new account and reviving old accounts for dispensing doctors and pharmacy
- Managing budgets and reviewing sales performance
- Making and submitting reports on time
- Organizing and hosting webinars for target doctors

STORE SUPERVISOR ▪ FEBRUARY 2018 – FEBRUARY 2019
PREMIUMSOLE INTERNATIONAL CORPORATION ▪ ORTIGAS CITY

- Supervising and guiding the staff to reach the sales target
- Promoting the products to all the customers
- Analyzing the sales performance of the previous month and last year sales
- Planning a strategy to achieve the quota as a team
- Implementing instructions from the upper management down to the staffs
- Checking the stocks inventory per brand
- Coordinates with different brand coordinators for the sales update and other concerns
- Making the daily, weekly, and month-end reports and submits on time

STORE MANAGER TRAINEE ▪ JUNE 2017 – OCTOBER 2017
GIORDANO PHILIPPINES. ▪ SAN JUAN CITY

- Supervised, provided coaching and mentoring staffs to reach the sales target
- Assisted customers in selecting right size, color and style by asking open-ended questions to determine each customer's needs and preferences.
- Analyzing the sales performance of the previous month and last year sales
- Planning a strategy to achieve the quota as a team
- Implementing instructions from the upper management down to the staffs
- Checking the stocks inventory per brand
- Coordinates with coordinators for the sales update and other concerns
- Making the daily, weekly, and month-end reports and submits on time

Skills

- Strong work-ethics
- Strong analytical thinking
- Excellent interpersonal skills
- Problem solving
- Time-Management
- Adaptability
- Teamwork
- Leadership
- Creativity

Education

Tertiary level	BACHELOR OF SCIENCE IN MANAGEMENT Bicol University-College of Business, Economics and Management
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Daraga, Albay
April 2017

Secondary level Divine Word College of Legazpi High School Department
Washington Drive, Legazpi City
March 2013

Elementary level Daraga North Central School
Bagumbayan, Daraga, Albay
March 2009

Languages:

- English
- Tagalog
- Bicol Dialect