



Alexandra Nicole Viola

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PROFESSIONAL SUMMARY

I am a results-driven individual and consistent sales person with excellent sales track record who, not only, prioritizes the growth of a company through achieving sales targets but also exceptional with building client relationships. With almost 6 years of experience in sales role, I am able to contribute good image for the company. It is also on my top priorities to have a professional development to not only benefit myself but also the company.

AREAS OF EXPERTISE

PROFESSIONAL SKILLS

Communication Skills | Punctuality | Collaboration | Willing to Learn | Management Skills

TECHNICAL SKILLS

Proficient with Microsoft Office | Conflict Management | Prospecting | Customer Relationship Management | ADMIN Task Management | Negotiation Skills | Client Rapport

RELATED PROFESSIONAL EXPERIENCES

SENIOR PROFESSIONAL MEDICAL REPRESENTATIVE, GETZ Pharma, Philippines Inc. – Pasig City, Philippines 2020-2024

I was a professional medical representative that focuses on clinical drugs sales. While dealing with customers and clients of all walks of life, I am able to develop my communication skills and help gain familiarity towards the needs and wants of the existing and potential customers.

PROFESSIONAL MEDICAL REPRESENTATIVE, Zydus Health Care Philippines Inc. – Taguig City, Philippines 2019-2020

My first experience as a professional medical representative. New to the industry, I was able to hit sales targets that helps generate big revenue for the company

CASINO DEALER, Monaco Casino International – Makati City, Philippines 2017-2019

I was a casino dealer for 2 years. Dealing with customers of all sorts, I was able to demonstrate my customer service skills that leads me to building a good rapport.

ADMIN OFFICER, University of the East – Manila City, Philippines 2016-2017

I was an admin officer for the admission department having to work on student's enrollment and other task, I was able to demonstrate my adaptability and multitasking skills.

EDUCATION

BACHELOR'S DEGREE

University of the East, Manila, Philippines
Bachelor of Science in Business Administration Major in Management
2012-2017

Essential Skills

- Management Skills
- Customer Service Skills
- Proficiency in Microsoft Office Software
- Corporate Communication Skills

RELATED ACHIEVEMENTS

- 4 time Achieving Year-to-Date target
- 2 times Early Bird Award
- Recognized as one of the Best Medical Representative of the year
- Promoted to a Senior Medical Sales Representative