



SAMUEL CINCO

WORK EXPERIENCE

**SHOP ASSISTANT/ SALESPERSON
DORO JEWELRY
GOLD SOUQ, DEIRA, DUBAI, UAE
OCT 2022 - PRESENT**

- Achieve and exceed sales targets by promoting products, upselling, and cross-selling jewelry and accessories.
- Maintain an in-depth knowledge of jewelry collections, including precious metals, gemstones, and the latest trends to confidently advise customers.
- Maintain an in-depth knowledge of jewelry collections, including precious metals, gemstones, and the latest trends to confidently advise customers.
- Ensure the jewelry display is visually appealing, well-organized, and stocked with available inventory.
- Process sales transactions accurately, including handling cash, credit, and gift card payments.

**SALES ASSOCIATE
SEE'S CANDIES LLC
NATION TOWER, ABU DHABI, UAE
FEB 2020 – OCT 2022**

- Meet or exceed sales targets by promoting products, offering upsell opportunities (e.g., gift sets, seasonal candies), and ensuring customers have an enjoyable shopping experience.
- Develop an in-depth understanding of the candy shop's product offerings, including candy varieties, ingredients, and seasonal items, to help customers make informed purchasing decisions.
- Ensure the store is visually appealing by arranging candy displays neatly, keeping shelves organized, and ensuring all products are properly labeled.

**SALES ASSOCIATE
LULU GROUP OF COMPANIES
RAS AL KHAIMAH, UAE
SEP 2017 – NOV 2019**

- Answer product-related inquiries, offer recommendations, and provide guidance on promotions and special offers.
- Achieve and exceed daily, weekly, and monthly sales targets by actively engaging with customers, suggesting products, and encouraging purchases.
- Maintain up-to-date knowledge of the products available, including seasonal items, promotions, and new arrivals, to assist customers with their purchasing decisions.
- Ensure products are displayed in an attractive, organized, and accessible manner, following store visual merchandising guidelines.
- Assist with product stocking and ensure shelves are replenished when necessary.

**SALES SUPERVISOR
SM SUPERMALLS
LAGUNA, PHILIPPINES
JULY 2010 – AUG 2017**

- Supervise, train, and motivate a team of sales associates to achieve sales goals and deliver exceptional customer service.
- Provide guidance and support, ensuring the team remains focused and productive.
- Lead by example in providing outstanding customer service.
- Address customer inquiries, resolve complaints, and ensure a pleasant shopping experience.

OBJECTIVE

Results-driven and highly motivated sales professional with proven experience in driving revenue growth, building client relationships, and consistently exceeding sales targets. Adept at identifying customer needs, presenting tailored solutions, and negotiating contracts to close deals. Seeking to leverage my expertise in sales strategy, customer service, and team collaboration to contribute to the success of a dynamic organization.

CONTACT

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**WITH VALID UAE DRIVING LICENSE
LICENSE NO: 4800961**

EDUCATION

**FILIPINO INSTITUTE, ABU DHABI, UAE
CAREGIVER PROFESSIONALS
INTERNATIONAL DIPLOMA**

SKILLS

- Customer Service Excellence
- Product Knowledge
- Upselling & Cross-selling
- Sales Target Achievement
- Sales Techniques
- Visual Merchandising
- Point-of-Sale (POS) System
- Team Collaboration
- Time Management

LANGUAGES

- English
- Filipino