



MARYEN BAGUIO

VIRTUAL TEAMMATE



SKILLS SUMMARY

- Prospecting
- Appointment Setting
- Active listening
- Communication
- Persuasiveness
- Relationship Building
- Closing

TOOLS

- Ring Central
- Salesforce
- Google Docs
- Google Sheets

PERSONAL PROFILE

Passionate Sales Representative with more than 8 years of experience driving revenue growth through strategic relationship-building and client-centric solutions. Proven track record of consistently exceeding sales targets in competitive markets. Skilled in identifying customer needs and delivering tailored presentations that foster long-term partnerships. Seeking to leverage my dedication and expertise in a new opportunity to achieve mutual success.

WORK EXPERIENCE

SALES ASSISTANT

Desando Insurance Services LLC | 2020 - 2024

- Conduct cold calls to potential clients from a provided list or database.
- Send personalized emails to prospects to introduce products/services and follow up on interactions.
- Achieve agreed-upon sales targets and outcomes within schedule.

APPOINTMENT SETTER

Panalo Software | 2020 - 2022

- Identifying potential clients, reaching them on the phone, and scheduling an appointment for a CEO for a follow-up visit, either in person or via telephone.
- Keep a detailed log of calls, including those which were not answered.

Sales Representative | 2016 - 2020

- Call clients who signed up online and showed interest in our product. Explain the benefits of the trial and ask for their credit card information to take advantage of the offer.
- Meet daily quotas.

EDUCATION HISTORY

University of Cebu

- Associate in Hotel and Restaurant Management