

Joel B. Reyes

Blk 13- Lot 53 Mandrake Street-Greenwoods Heights Subdivision Dasmarinas Cavite

Contact No.: 09666704158 Globe

Email Add.: jbrconsulting2015@gmail.com



Specialties:

Broad range of mature competencies – strategic thinking, team player, leadership, people management, flexibility, excellent communication skills and English proficiency and results-oriented also often described as assertive, goal-oriented, hard-working, persistent, persuasive and inquisitive.

*HR & Business Development Consultant
JBR Management Consultancy October 2015 –Present
HR & IT Consultancy Firm*

- Builds market position by locating, developing, defining, and closing business relationships.
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements.
- Tracks individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners.
- Discovers and explores business opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, and financials.
- Evaluates options and resolves internal priorities.
- Recommends equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations.
- Examines risks and potentials for the business opportunities.
- Estimates partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Enhances organization's reputation by accepting ownership for accomplishing new and different requests.
- Explores opportunities to add value to job accomplishment

EMPLOYMENT

STRATAQUEST MANAGEMENT CONSULTANCY

RPO Associate / Business Development Consultant

August 2010- October 2015

Roles and Responsibilities:

- Develop business plans with the assigned accounts
- Design and develop strategic development strategies and plans
- Provide assistance with implementing suggested plans and strategies
- Oversee and examine new strategy progress and development
- Educate, lead and supervise members of the business development team to ensure the project's achievement
- Conduct complex analysis in order to find new market opportunities
- Investigate existing products and services and compare them with competitors
- suggest measures for improving customer satisfaction and loyalty
- Handle business deals operations and activities

Support HRMs with weekly update on recruitment progress.

Report weekly and when required to recruitment and status of applications to the

Company Director

EXPITRANS PHILIPPINES OCCENT.COM: In House Company

Sr .Account Manager

October 2008-January 2010

Roles and Responsibilities:

- Following up on leads and winning new clients.
- Developing and implementing strategic plans to manage and grow accounts.
- Retaining clients and building strong, trusting relationships.
- Understanding client needs and identifying new business opportunities within your portfolio.
- Providing superior customer service and ensuring client satisfaction.
- Communicating and coordinating with internal teams to deliver solutions.
- Identifying opportunities for improvement and proposing new tools and processes.
- Supporting sales teams to improve their performance and reach targets.

EMPLOYMENT

- Developing and maintaining excellent knowledge and understanding of our business, offerings, competitors, and industry.

JMSMITH SOLUTIONS INC:

Recruitment Specialist

August 2007-September2008

Maintain an updated roster of participant placements and potential job opportunities.

Responsible for effective and fast recruitment processes

Responsible for providing current recruitment knowledge and trends within the market overall and also for multinationals.

Active use of recruitment tools: job flow – hire system

Work closely with different companies by doing business development to deliver recruitment needs.

Suggest proper Medias for approaching the right caliber candidates.

Follow up and coordinate with recruitment channels.

Execute pre-screening and/or final phone/face to face interviews for junior & mid level posts & supports all parties in concern with assessment.

Submit candidate's offers and follow up on software until placing.

Coordinate with universities, events in relation to targeted hires

Report weekly and when required to recruitment & staffing for progress update and further instructions.

Update and deliver weekly metrics.

EMPLOYMENT

GLOBAL 9 INC.

Outbound Sales Agent /Lead Generation Specialist

January 2006 –to- August 2007

Works directly with customers via telephone, and email to describe products and/or services in order to persuade potential and current customers to purchase new products and/or services

Educates customers on product offerings and services to improve their "on-line presence" and explains pricing and answers questions from customers building value in the customer relationship.

Follows up with customer via telephone or email following initial sales contact.

Identifies customer issues and provides appropriate solutions via up sell of additional products and or services and obtains customer commitment and facilitates delivery of product.

Continued product education to better service customer calls

Maintains accurate daily record of sales in sales tracker.

Business Campaign I worked for/ Appointment Setter and Lead Generation Campaigns

All State Insurance

Farmers Insurance

State Farm Insurance

Nationwide Insurance

Independent Insurance Company

Mortgage Business

Nationwide Equity

Chiropractic Services

EMPLOYMENT

CARDPHIL MARKETING (Marketing Partner of Citibank International)

Agency & Events Coordinator-Projects Staff:

September 2004-May 2005

Handles and cover special events for Cardphil Marketing

Handles agency training

Managing corporate accounts, both for loans and card products

Oversees the smooth operations of the office.

Performs other related tasks that may be assigned from time to time.

EASY CALL COMMUNICATION PHILIPPINES, INC.

Telemarketer – Union Bank and Macro Campaign:

September 2003-to-February 2004

- identifies prospects by reading telephone and zip code directories and other prepared listings.
- Calls prospective customers by operating telephone equipment, automatic dialing systems, and other telecommunications technologies.
- Influences customers to buy services and merchandise by following a prepared sales talk to give service and product information and price quotations.
- Completes orders by recording names, addresses, and purchases; referring orders for filling.
- Keeps equipment operational by following manufacturer's instructions and established procedures.
- Secures information by completing data base backups.
- Maintains safe and clean working environment by complying with procedures, rules, and regulations.
- Maintains operations by following policies and procedures; reporting needed changes.
- Contributes to team effort by accomplishing related results as needed.

EMPLOYMENT

EXECUTIVE CONNECTIONS, INC- Co-Owner

Marketing Business Development Manager

May 2000-May2001

- Developing growth strategies and plans
- Managing and retaining relationships with existing clients
- Increasing client base
- Having an in-depth knowledge of business products and value proposition
- Writing business proposals
- Negotiating with stakeholders
- Identifying and mapping business strengths and customer needs
- Researching business opportunities and viable income streams
- Following industry trends locally and internationally
- Drafting and reviewing contracts
- Reporting on successes and areas needing improvements

**ALDRIL PHARMACEUTICAL COMPANY –MEDICAL REPRESENTATIVE
QUEZON CITY**

1995-1997

- organising appointments and meetings with community- and hospital-based healthcare staff
- identifying and establishing new business
- negotiating contracts
- demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
- undertaking relevant research
- meeting both the business and scientific needs of healthcare professionals
- maintaining detailed records
- attending and organising trade exhibitions, conferences and meetings

managing budgets

EMPLOYMENT

Cathay MSD 1993-1995 Medical Representative

Makati City Metro Manila

- organising appointments and meetings with community- and hospital-based healthcare staff
- identifying and establishing new business
- negotiating contracts
- demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
- undertaking relevant research
- meeting both the business and scientific needs of healthcare professionals
- maintaining detailed records
- attending and organising trade exhibitions, conferences and meetings
- managing budgets
- reviewing sales performance
- writing reports and other documents

Educational Attainment:

BACHELOR OF SCIENCE IN NURSING

CEU Las Pinas Formerly LasPinas College - June 1987-April1992

Personal Information:

Birth date: October 18, 1971

Civil Status: Married

Place of Birth: Ragay Cam.Sur