

Mario Singh

Adding value to your bottom line



Mission statement:
Creating value to your
company's business
isn't a job, it's a
purpose



The challenge

Finding the right candidate to fill a sales role in today's workforce can often be frustrating, time consuming and sometimes disappointing, with candidates never truly living up to the potential shown in a resume.

The promises often made are never adequately demonstrated by candidates up front.





The solution

If you want a sales and customer service oriented employee that thinks outside the box, who puts in the effort, creativity and forethought, then look no further.

Achievements

Proven success with milestones in several organisations



Sagicor Life

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Member of the Phoenix 100
Producers with my rookie
year.
November 2011-August 2013

2007/2008

Business Supply Group

Highest sales made over target
for data storage division
2007/2008
Departmental leader in sales
of promotional products
2008/2009
Highest sales of promotional
products 2010/2011

BOSS
YOUR COMPLETE OFFICE SOLUTION

AMCO

Alstons Marketing Company Ltd
Alstons Marketing

Sales person Of The Year 2004
Youngest Division Member
Key Account Manager
2002-2007



The Fan Club

Managing marketing
campaigns and promotional
activities with HIGH VALUE
partners .Bmobile 2014 World
Cup, Heinekin Champions
League promotions.
Established the Fan Club as
both TTOC and TSPL partner.

Skills



I've considered myself blessed in that I've always had some of the very best managers and mentors willing to share their knowledge in the organization they've served with me. Taking full advantage of their experience to add to my skill set and developing them further.

I've demonstrated the following:

- *Management*
- *Coaching*
- *Analytical*
- *Sales*
- *Marketing*
- *Self Management*
- *Communication*
- *Public Relations*
- *Customer Service*





Q: So what about our company appeals to you?

A: I'm passion about what I do, and I'm looking for a company that is also passionate about what they do.

Q: What makes you different from anyone else ?

A: I think the time I took to do this presentation will demonstrate the value I place in your company and what value I can bring to your customers.



Q: What would you say are some of your weaknesses?

A: I can be demanding of those I work with if I don't feel they are giving less than 100%, and can take losses personally based on time invested.

Q: Why do you want to leave your current job?

A: I'm passionate about what I do and if I feel like I've hit a ceiling and can't contribute, it's better to find that space that offers me the growth I need

Education

ROYTEC

January 2011-August 2011

Diploma Programme in Public Relations (Grade Avg. B+)

This programme aims to provide public relations staff with the broad scope of public relations activities such as the following:

- *Standards for practice in Public Relations*
- *Planning responses for managing environmental crises*
- *Managing media contacts*
- *Preparing acceptable news releases (including format, style and content)*
- *Annual reports*
- *Management of stakeholder relations*
- *Speech and broadcast writing*
- *Working with Non Governmental Organizations (NGO's) and Governmental Agencies*
- *A comprehensive orientation to effective Events Management*

FATIMA COLLEGE

1990-1995

CXC – Six (6) passes (Math and English incl)

OTHER COURSES

- *Dale Carnegie Sales Advantage*
- *UWI/Institute Of Business – Sales and Marketing*
- *Regency Recruitment – CSE*
- *Institute of Broadcasting – Voicing Diploma (Broadcasting, writing and commercial voicing)*
- *CDB Internet Marketing Workshop*

Value Proposition

So now we get down to how I can be of benefit to your organisation. Three words will summarize the way forward. I'm proud to say that I've been able to carry over customers from within various organisations, regardless of product due to those words.

Passion

Service

Relationship

So what's next?

Easiest question to answer! We meet in person, let's have a discussion where we can identify if my skill set, passion and creativity are the tools needed to grow your business and by extension, that of your customers. I feel strongly that our synergies can lead to a productive relationship for us both. And if not 'd appreciate you forwarding me info on who you feel can benefit.

Thank you for taking the time to view this presentation.

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<https://www.facebook.com/thesalesprofessionallt>