

Paula Marie S. Dela Cruz

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Brgy. Halang, Naic, Cavite PH



OBJECTIVE

To work in a dynamic firm that offers professional development, growth potential and enables me to make a positive contribution to the company.

SKILLS

Communication, Self-Motivation, Leadership, Merchandising Knowledge, Timely Collection, Active Listening, Strategic Thinking, Selling, Sales Pitch Development, Setting Goals, Exceptional Customer Service, Driving, Computer Literate

EDUCATION

- 2005-2009** **ST. SCHOLASTICA'S COLLEGE**
Leon Guinto St., Manila
Bachelor of Science Degree in Commerce
Major in Business and Information Systems Management (MIS)
College Diploma, October 2009
- 2001-2005** **UNIVERSITY OF PERPETUAL HELP SYSTEM DALTA**
Molino IV, Bacoor City, Cavite
High School Diploma, March 2005
- 1996-2001** **CREST VIEW ACADEMY OF CAVITE**
Molino IV, Bacoor City Cavite
Primary Education Diploma, April 2001

PROFESSIONAL EXPERIENCE

- Aug. 2024 - Sept. 2025** **Island Air Products Corp. (1yr. and 1month)**
Pasay City
Area Sales Manager
- Feb. 2024 – July 2024** **Optimized Customer Solutions Inc. (6mos.)**
Imus City, Cavite
Nestle Professionals Supervisor
- Feb. 2020 – March 2023** **PMFTC, Inc. (3yrs. and 1month)**
Taguig City
Business Bldg. Executive (Dasma, Rosario, Noveleta, Tanza, Naic, Cavite)
- July 2019 – Jan. 2020** **SubMega Ventures Corp. (6mos.)**
Las Pinas City
Distributor Sales Representative (Muntinlupa, Paranaque, Las Pinas, Cavite)
- Jan. 2015 – Nov. 2016** **Sika Philippines, Inc. (1yr. and 10mos.)**
Las Pinas City
Sales Specialist (Luzonwide)
- June 2013 – Sept. 2014** **Wuerth Philippines, Inc. (1yr. and 3mos.)**
Laguna
Area Sales Representative (Muntinlupa, Paranaque, Las Pinas)
- Sept. 2011 - Feb. 2012** **Panpharma-Meinz Pharmaceuticals Corp. (6mos.)**
Makati City
Territory Manager (Muntinlupa, Paranaque, Las Pinas)

PERSONAL INFORMATION

Date of Birth 02/28/1989
Age 37
Civil Status Married
Citizenship Filipino

Height / Weight 167cm / 77kg
Religion Roman Catholic
Language English, Filipino

ACHIEVEMENTS

2024-2025 Island Air Products Corp.

- New Closed Distributorship Account (6M)

2021-2022 PMFTC, Inc.

- Marlboro Volume Objective June – July 2022
- New Product Launch Volume Objective May – June 2022
- Total Volume Objective June – July 2022
- ABCD Award (August, September 2021 Volume Targets Achieved 103%)

2015-2016 Sika Phils., Inc.

- For achieving 127% of her 2015 2nd Semester Sales Target
- For achieving 139% of her 2015 Sales Target. (Top 4 YTD Sales Achiever)
- For achieving 85% of her 2015 - 2nd Semester Collection Target
- For having an outstanding and exemplary performance in achieving 127% VS 2015 2nd Semester target sales for Target Market - Industry
- For achieving 89% of her 2015 Sales Collection Target
- For having an outstanding and exemplary performance in achieving 118% VS 2015 target sales for Target Market - Industry
- For being one of the top 3 SFDC users with the greatest number of Accounts and Contacts with complete mandatories as of April 2016
- 1st Semester Top 2 YTD Sales Achiever (Target Market - Industry)
- For having an outstanding and exemplary performance in achieving 151% VS 2015 1st Semester of target sales for Target Market - Industry
- For achieving her 93% of her 1st Semester of Sales Collection Target

2013-2014 Wuerth Phils., Inc.

- For having an average of 1.13 orders per day
- For achieving her target from June to December 2013 with a plan fulfillment of 129.01% (YTD Awardee)
- For achieving 75% total average gross profit and 110% total average plan fulfillment for the months of October-December 2013 (Last quarter blow-out, Apple is in the air promo)

COURSE / TRAINING / CERTIFICATE

Dec. 17, 2025	Certificate of Completion - Introduction to Caregiving TESDA, Taguig City
Dec. 18, 2025	Certificate of Completion - Participating in the Implementation and Monitoring of Client's Care Plan TESDA, Taguig City
April 29, 2023	Certificate of Completion - Food and Beverage Services NC II TESDA, Taguig City
April 26, 2023	Certificate of Completion - English for Tourism Professionals TESDA, Taguig City
Jan. 17, 2020	Automobile Skills Certification - Manual Transmission HONDA Safety Driving Center, Paranaque City

CHARACTER REFERENCE

Available upon request