

SEJ LIWANAG

CONTACT

Name

Sej Oleic Liwanag

Address

128 Cooke St.
Waterbury,
Connecticut

Email

liwanagsej01
@gmail.com

Mobile

+1 203 278 0166

PROFILE

Dynamic, results-driven senior business executive & business owner with a 4+ year record of achievement and demonstrated success driving multimillion dollar revenue growth while providing visionary sales influence in highly competitive markets.

Persistent in building new businesses, gaining customer loyalty, and forging strong relationships with external & internal business partners. An outstanding mentor and coach; combining business excellence with innate leadership abilities to recruit, build and retain top-performing sales teams.

Seeking to represent clients where various skills can be profitably utilized with proven record of achievement in sales and to enhance corporate objectives.

EDUCATION

Chicago ORT Technical Institute

Computer and Networking Technology
GPA: 4.0
2017

Purdue University

BS major in Marketing and Finance
GPA: 3.70
2016

Mapúa Institute of Technology

BS Business Administration major in General Management
GWA: 2.25
2012-2015

EXPERIENCE

June 2019 - Present

Power Home Remodeling Group
Customer Development Representative

Oct 2018 - May 2019

Immerge
NNF Family Consulting
Bell Mitchell & Warren LLC
Senior Business Executive

Oct 2017 - Sep 2018

Credico
CMS Chicago
PD Global Consulting
Business Developer & Corporate Trainer

Sep 2016 - May 2017

GNC
Regional Sales Director

Feb 2016 - Sep 2017

Home and Wound Care Physicians
Chief Operating Officer

KEY STRENGTHS

- Sales & Sales Operations
- High-impact Sales Presentations
- Strategic Market Positioning
- Communication
- Budget Administration / Profit & Loss Management
- Recruiting & Staffing Initiatives (Conducted over 900 hours of interviews for Account Executives & Business Development Consultants)
- Staff Development Programs (Personally developed marketing systems, theories and concepts and communication skills development for Fortune 500 Companies)
- Team Leadership, Coaching & Training (Trained over 285 individuals in sales, professionalism, and multiple client management)
- Public Speaking
- Client Relationships
- Multi-million Dollar Negotiations

SEJ LIWANAG

SEPTEMBER 2016, GNC

**SALES ASSOCIATE - STORE
MANAGER - REGIONAL
SALES DIRECTOR**

*Point-of-Sales System Coordinator
Inventory Responsibilities
Scheduling of Employees
Store to Bank Coordinator
Profit Data Analyst
Increase Sales Flow
Marketing*

MARCH 2018

PROJECT MANAGER

*Large Scale Management
Public Speaking
Human Resources
Interact with Client
Team of 15-30 people
Learn Finances / Admin
Direct Client Relationship
Manage Expansion
Director of Expansion for CMS Chicago,
Avante Advertising Denver, Marketstone
Global Miami, F.A.S.T. Global Indiana, ASG
Marketing Solutions Indiana, Five 7 Four
Marketing Southbend Indiana*

MARCH 2019

**SUB-CONTRACTOR FOR
VIVINT SOLAR AND SOPRO
PROFESSIONAL SOLAR
PANELS**

*Residential Canvassing Director across the
East Coast of the United States*

FEBRUARY 2016, HOME AND WOUND
CARE PHYSICIANS

CHIEF OPERATING OFFICER

*Client Management
Medical Form Coordinator
Patient to Doctor Specialization Analyst
Payroll & Admin Roles*

OCTOBER 2017, CREDICO

**EXECUTIVE CORPORATE
MANAGER**

*Learn Marketing System
Build Product Knowledge
Learn Theory and Concepts
Manage Self and Demonstrate Work Ethic
Train Account Executives
Conduct "Days in the Life"
Run Workshops and Public Speaking
Business Trips
Learn and Perform Office Responsibilities
Small Scale Management*

CLIENTS

**AT&T, DIRECT TV, COMCAST
XFINITY, VIVINT HOME
SECURITY, BRINKS HOME
SECURITY, SPECIAL OLYMPICS,
CHICAGO WHITE SOX,
ATLANTA BRAVES, NATURE
CONSERVANCY, WORLD
WILDLIFE FOUNDATION, NRG
ENERGY COMPANIES**

OCTOBER 2018, IMMERGE

**PROJECT MANAGER
CONSULTANT / CORPORATE
BRAND DEVELOPER /
MARKET DATA ANALYST
EXPERT**

*Design Systems to Improve Organization
and Customer Communication
Manage and Delegate the Project Plan to
Team Members
Business Plan Development Collaborator
Business Model Advisor
Engaging with Potential Clients*

CLIENTS

**SPRINT, AT&T, T-MOBILE,
VERIZON, METROPCS, DIRECT
TV, COMCAST XFINITY, VIVINT
HOME SECURITY, BRINKS
HOME SECURITY, PFIZER GEN
X, SPECIAL OLYMPICS, WORLD
WILDLIFE FOUNDATION, NRG
ENERGY COMPANIES**

JUNE 2019, POWER HOME REMODELING GROUP

CUSTOMER DEVELOPMENT REPRESENTATIVE

*Qualify Leads from Marketing Campaigns
Cold Calling and Emailing
Residential and Retail Marketing
Identify Client Needs
Providing Appropriate Products and Services
Customize Product Solutions for Customer Satisfaction
Build long-term trusting relationships with clients
Proactively Seek New Business Opportunities
Set Up Meetings Between Prospective Clients and Account Executives
Report to the Business Development Manager on
(Weekly/Monthly/Quarterly) Sales Results
Stay Up-To-Date with New Products & Services and New Pricing &
Payment Plans*

SALES PORTFOLIO

COMCAST XFINITY

Produced 137 million dollars in revenue within 9 months from TV, Internet, Home Security & Landline Services sales of 48-month contracts per customer.

AT&T DIRECT TV

Made 62 million dollars in revenue within 9 months from TV, Internet, Home Security, Landline & Mobility Services sales of 36-month contracts per customer.

VIVINT HOME SECURITY

Produced 287 thousand dollars in revenue within 4 months from Home Security sales of 5-year contracts per customer.

BRINKS HOME SECURITY

Produced 80 thousand dollars in revenue within 1 month from Home Security sales of 5-year contracts per customer.

NRG ENERGY COMPANY

Made 5.7 million dollars in revenue for 2 months providing customers an alternative source for electricity and gas.

T-MOBILE

715 lines sold in 5 months, 10 million dollars in total profit through 36-month contracts and equipment installment plans (phones, tablets, mobile hotspots, and other gadgets).

POWER HOME REMODELING GROUP

Out of 613 appointments set, 220+ estimates were made and at 1.1 million in sales volume.