

# Abbie Abanes

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Makati City

## Summary

Proactive sales executive with solid experiences from lead generation, account management to documentation and logistics. Excellent communication skills in relationship building and conflict resolution.

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## Experience

### Account Executive

Risegain International Trading • Pasig City, Metro Manila

08/2019 - 07/2020

- Manage over 20 accounts of feed manufacturers, animal farms (poultry, livestock, aquaculture) and raw material importers
  - Coordinate with international suppliers to service the needs of local buyers
  - Arrange all logistical requirements to ensure successful shipments from the international supplier to the local client
  - Problem-solve any complications that arises throughout the shipping process
  - Develop businesses with new clients through cold calling and networking
  - Present product offers to existing and prospective clients
  - Lead in communicating with the Bureau of Animal Industry to register feed and veterinary drug products, and to keep the company updated with current industry situations
  - Perform special projects as assigned by top management
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## Education

### B.S. Agricultural Biotechnology

University of the Philippines Los Banos • Laguna

06/2019

#### *Alumni Relations Officer - UP Mindanawans*

Worked with executive officers in developing and implementing plans of action for the organization

Developed income generating projects to raise funds for the organization's activities

Liaised between the alumni and the resident members of the organization regarding any plans or concerns

Assisted in the recruitment of new members

Philippine Science High School

05/2015

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## Skills

- Relationship building and management
- Progress reports
- Business development and planning
- Developing business opportunities
- Product sales
- Microsoft office
- Research and analysis
- Customer care