

JOHN LYNDON C. LUNNAY

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PROFESSIONAL SUMMARY

A competent, result-driven and pro-active team player with expertise and valued knowledge on steering operations team to success driven revenue growth through successful customer retention and upsell opportunities. Proven track record and comprehensive understanding in sales and operation and successfully identified and capitalized market trends. A problem solver and commits to offering innovative solutions in addressing client's needs proposing tailored solutions that align with the company's product offerings. Has an in-depth background on veterinary landscape.

WORK HISTORY

Sep 2022-April 2024
Operations Manager
Grupo Beterinaryo

- Supervised and managed staffs and day-to-day operations.
- Adheres to budget to manage principles and procedures.
- Evaluates and revise operations and procedures in response to current changes.
- Deployment of key accounts of B2B and overseas interdepartmental communications.
- Implements "Best Practices" for all field services.
- Ad-hoc Veterinary Consultation
- Key official on licenses and regulatory affairs.

Jul 2018-Sep 2022
Technical Sales Manager
Better Goods Retails Corp.

- Developed business plans and strategies for high yield sales.
- Achieved 20% increase in revenue in the veterinary products market.
- Assists in development and implementation of marketing plans as needed.
- Maintains CRM, conducts proposal presentations and RFP responses.
- Surpassed yearly KPI's contributing to a 20% increase in overall team revenue.
- Responsible for the performance and development of Sales and Account Managers.

SKILLS

- Strategic Planning
- Product knowledge
- Technical know-how
- Communication
- Public Speaking
- Collaboration
- Training Development
- Leadership

EDUCATION

BS In Business Management-
Undergraduate
Doctor of Veterinary Medicine
Cagayan State University

PROFESSIONAL LICENSE

Veterinary Medicine Licensure Examination
Professional Regulatory Commission
Board of Veterinary Medicine