

ZANDRO [REDACTED]

Nickname: [REDACTED]  
Address: [REDACTED]  
Landline: [REDACTED]  
Mobile: [REDACTED]  
Email: [REDACTED]  
Social Media: [REDACTED]  
PRC Real Estate Broker [REDACTED]  
[REDACTED]



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**OBJECTIVE** To join a progressive company where I can use my knowledge, skills, and experiences and be a contributing factor to the industry, organization, and for personal growth.

**EDUCATION**

2004-2008 [REDACTED]  
Bachelor of Science in Business Administration Major in Computer Applications

2002-2004 [REDACTED]  
Bachelor of Science Major in Mechanical Engineering with concentration to Mechatronics Engineering

1998-2002 [REDACTED]  
High School Diploma

**WORK EXPERIENCE**

Jan 2024 - Present Lead Broker/ Self-employed Professional Real Estate Broker  
[REDACTED]  
Practicing of real estate activities such as selling, leasing and marketing of residential properties. Tasks also include acquiring direct listings, accreditation and compliance from developers, sales agent training and guidance, documents submission and approval to both government and private sectors. Focuses activities in areas around [REDACTED]  
[REDACTED]

Aug 2023 – Dec 2023 Sales Director

[REDACTED]  
Responsible for handling a team of Sales Managers and Marketing Partners in terms recruitment, training, ethics, and competency. The team's main focus is to promote, market and sell the developer's horizontal residential real estate projects across [REDACTED] areas. namely in [REDACTED]  
Focused on digital marketing and selling through facebook ads, online content creation, online marketing, tripping assistance, closing and account management.

Oct 2022 – April 2023 Sales Director

[REDACTED]  
Responsible for handling a team of Account Managers in terms of recruitment, training, ethics, and competency. The team's main focus is to promote, market and sell the developer's residential real estate project [REDACTED]  
[REDACTED] supervision, maintaining of accounts, keeping track of booth/showroom manning schedules and client assistance.

Oct 2016 - Oct 2019 International Associate Sales Director

[REDACTED]  
Responsible in finding and executing effective strategies to convert leads to prospected clients to closed sales accounts. Focuses on activities that connect the company to the international market primarily to OFWs and foreign investors. Establishes and manages a strong network of sellers including handful of full-time International Property Specialists and Part-time Marketing Partners in order to meet sales quotas. Duties also include recruitment and training, creating marketing and closing events for deployments/road show, accounts management (site visits, documentation, billing, etc.) and rendering of after-sales service.

July 2014 - June 2016 International Property Specialist/ Area Manager for Europe

[REDACTED]  
Responsible for communicating real estate projects/ properties to clients for end-use or investment purposes. Duties include prospecting, qualifying, presentation of the project, closing and after-sales service. Additional duties include recruitment, training and management of off-shore based agents.

Mar 2011 - June 2014 Senior Sales Officer/ Property Consultant

[REDACTED]  
Responsible for communicating real estate projects/ properties to clients for end-use or investment purposes. Duties include prospecting, qualifying, presentation of the project, closing and after-sales service.

Mar 2010 - Dec 2010 Property Specialist

[REDACTED]  
Responsible for communicating real estate projects/ properties to clients for end-use or investment purposes. Duties include prospecting, qualifying, presentation of the project, closing and after-sales service.

Feb 2008 - Nov 2009 eRep

[REDACTED]  
Responsible for providing comprehensive and quality customer care at all times by providing the appropriate and accurate responses to customer queries.

#### RECENT DEVELOPMENT PROGRAMS/ SEMINARS ATTENDED

Sept 2022

CONTINUING PROFESSIONAL EDUCATION FOR REAL ESTATE BROKERS -15 credit units of continuous education and training for real estate broker's license renewal as required by the Philippine Regulatory Commission. Keep brokers up to date with real estate trends and practices, projects, laws, ethics, etc. -

[REDACTED]

#### PERSONAL INFORMATION

[REDACTED]  
[REDACTED] With good communication skills in both written and oral. Social Media and Tech savvy. Active in a local Christian church community. Able to work with deadlines and under pressure. Can adapt very well to change and always looking for challenges anywhere whether in business, profession or leisure. Interests include sports, philosophy and upholding a healthy lifestyle. Good natured, friendly and a team player.