

SHANETTE CATAN-BRAVO
Business Development Counselor
American Samoa SBDC
American Samoa



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Highly organized and systematic. Can work under pressure with less supervision. A team player. Goal-oriented. With strong attention to detail. Trustworthy. Motivated.

Experienced in Sales Management with a background of working in a Fast-food Restaurant, Hotel & Restaurant, Medical Tourism, Pharmaceuticals, Medical Supplies and Equipment Sales industry—across the Pacific Island Nations.

Skilled in Customer Relationship Management (CRM), Sales, Management, and Marketing.

Strong sales professional with a Master's in Business Administration from Southwestern University, Philippines. A Doctor in Business Administration candidate from the University of San Jose-Recoletos, Cebu City, Philippines.

PERSONAL DATA

Birthplace	: Isulan, Sultan Kudarat, Philippines
Citizenship	: Filipino
Language Spoken/Understood	: English, Cebuano, Filipino

EDUCATIONAL BACKGROUND

Doctor in Business Administration (DBA) University of San Jose-Recoletos Cebu City, Philippines	<i>Candidate, Class of 2022</i>
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Masters in Business Administration (MBA) Southwestern University Villa Aznar, Cebu City, Philippines	Graduated, March 2011
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Bachelor of Science in Commerce major in: <i>Business Management</i> St. Peter's College, Ormoc City, Philippines	Graduated, March 2003
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Secondary

Ormoc City National High School
Ormoc City, Philippines

Graduated, March 1999**Elementary**

Jaro 1 Central School
Jaro Leyte, Philippines

Graduated, March 1995**WORK EXPERIENCED****AMERICA's SBDC - American Samoa*****Business Development Counselor***

Pago Pago, American Samoa 96799
Tel.No. +1.684.699.4830

August 01, 2021- Present**STARKIST SAMOA CORPORATION*****Cost Accountant, Finance Dept.***

Pago Pago, American Samoa 96799
Tel. No. +1.684.622.2014

May 01, 2021 - June 30, 2021**MedPharm Group of Companies****SALES*****American Samoa and Republic of Fiji***

Tafuna, Pago Pago, American Samoa 96799
Tel. No. +1.684.272.3551

December 2018 - December 2020**MedPharm Group of Companies*****Operations Manager******Federated States of Micronesia (Chuuk & Kosrae)******Republic of the Marshall Islands (Kwajalein & Majuro)*****August 2010 - December 2016**

- Wholesale Distribution of Pharmaceuticals, Medical Supplies and Equipment
North Pacific: RMI, FSM, CNMI, Guam, Palau
South Pacific: Independent State of Samoa, Fiji, American Samoa
- Philippines (Medical Tourism)

Responsibilities:

The SALES/Operations Manager is primarily tasked with the conceptualization, planning and implementation of sales driven programs and strategies in order to

ensure the optimal use of the company's resources towards profitability and sustained growth.

High Tide Hotel & Restaurant

May 2007- March 2008

Hotel & Restaurant Manager

Weno Island, Chuuk State

Federated States of Micronesia 96942

Tel. No. (691)330.4644

Sabin Resort Hotel

April 2004- April 2007

Sales Account Executive

Ormoc City, Philippines

- Planning activities for the year
- Mapping out Strategies to implement planned activities
- Tapping on personnel participation & involvement
- Clearing out possible set backs & problems that may arise
- Advertisement / Promotion of activities

Jollibee Foods Corporation

May 2000-April 2004

Ormoc City, Philippines

Store Marketing Assistant

- Update of Sales Report
- Monitoring of Sales & Sales Report
- Filing of Documents
- Customer Survey/Competitive Check
- Launching of New Promos and Products
- Does Mid-month and Monthly Inventory
- Booking of Kiddie Party/Hosting
- Booking of Bulk Orders and delivery
- Traffic Generator Survey, Traffic Count Survey/Report


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