



## Contact

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## Skills

Organizational Leadership

Decision Making

Time Management

Critical Thinking

Communication Skills

Staff Training & Coaching

Teamwork

Data Work Analysis

Strategic Planning

Market Research

## Languages

English

Native - 05 of 3



# Benroger II Arroylo

## Business Development Manager - Plant Manager

Male | Philippines, Negros Oriental, Dumaguete

Highly motivated & result-oriented business manager with over 20 years of experience leading cross-functional teams & implementing innovative strategies to drive growth & profitability. Proven track record of exceeding sales targets, improving operational efficiency, and fostering strong client relationships. Committed to continuous improvement & applying modern leadership methods to empower teams.

## Professional Experience

### Business Development Manager - Plant Manager

Metrotile Nigeria Limited

Dec 2017 - Apr 2024

1. Increased production efficiency by 15% by streamlining operations, optimizing workflows, and implementing lean manufacturing principles.
2. Developed and implemented a comprehensive business development plan that resulted in a 12% increase in market share and get new partnership.
3. Led a team of 14 production staff to achieve consistent production targets and maintain high product quality standards.
4. Managed all aspects of plant operations including product management, supply chain, inventory, forecasting, work scheduling, and quality control.

### Business Development Manager - Tender & Contract Officer - Waste Management Administrator

Rich Ben Group SL

Sep 2013 - Sep 2016

1. Identified and secured new clients by conducting market research, networking, and developing strategic partnerships.
2. Successfully managed and executed waste management contracts ensuring compliance with regulations and clients' expectations.
3. Developed and evaluated pre-qualification bid proposals, ensuring legal, technical, and commercial compliance.
4. Oversaw daily operations of the waste facility, including supervision, security, logistics, and documentation.

## ● Business Development Manager - Sales & Marketing Manager - Office Administrator

Vital Enterprises WLL

Sep 2010 - Dec 2012

1. Achieved consistent sales growth by developing and implementing effective marketing strategies.
2. Managed sales targets and key performance indicators, exceeding expectations with a 10% increase in sales and getting new clients.
3. Prepared and delivered compelling presentations to showcase company products and services, resulting in a 14% increase in revenue.
4. Identified and implemented process improvements to enhance organizational effectiveness and efficiency.

## ● Sales & Marketing Manager

Dgtech Business Computer

Oct 2000 - Aug 2010

1. Developed and executed dynamic marketing strategies that resulted in a drastic and consistent 8% increase in monthly sales.
2. Oversaw government bidding, school accounts, and procurement, ensuring timely and accurate execution.
3. Provided guidance and mentorship to the sales team, fostering professional development and maximizing performance.

## Educational History

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### ● Master Degree

Negros Oriental State University

Jun 2006 - Apr 2008

### ● Bachelor of Arts Major in Philosophy

Saint Joseph Seminary College

Jun 1991 - Mar 1996

## Certifications

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### ● What is Supply Chain Management?

Limitless Power Coach

Oct 2024

## Employee Management for Business Managers



Sep 2024

## Warehouse Management: Inventory, Stock and Supply Chains



Oct 2024

## Basics of Bid Management



Oct 2024

## Awards & Recognition

### Leadership Award

SJSC Faculty & Staff

Mar 1996

Awarded for positive impact on the seminary community, including enthusiasm and servitude.

## References

### Nick Ilonuba

Metrotile Nigeria Limited

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### Danny Kwanten

DK-Engineering BV

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## TOP WORKPLACE PERSONALITY STRENGTHS

Personal Mastery	10/10	Work Structure	10/10
Being Positive	10/10	Stress Management	9/10

