



**1. If anything was possible, what would your dream job be, and why?**

- When I was in my childhood days and even now, I always enjoyed looking at and staring at an airplane, as I am very amazed at how big it is and how it flies in the sky. I always dreamed of being a stewardess. It was even the course I first tried to apply for and took an entrance exam at VMA College. I could not pursue it due to financial problems, and my parents cannot support me with the tuition fees and everything I need to be a student. Yes, I think it is my dream job, as I am an outgoing person and love to travel. If I work as a steward, I will be able to go to different places and countries destined to be for free. There are long layovers as well where I will be provided with free accommodation, sometimes in 5-star hotels. I can also spend the time going and strolling around the place and visiting landmarks and attractions. I also love collecting souvenirs, so it is a must to have one if I am new to the place and if I am on this kind of job.

**2. Have you ever experienced a stressful situation in your past workplace (college if fresh graduate), what was it and how did you overcome it?**

- Yes, the most stressful situation I ever experienced in my past workplace was graduating, where I had to meet my sales target with passing quality evaluation scores. I need to reach 15 sales for two consecutive weeks so I can earn my commissions and be eligible for a production bonus and be regularized. What I did to overcome this was do daily script practice, reading and memorizing objection scripts and listening to calls from tenured agents who have a lot of sales on how they handle the call and deliver the script to the customers to get their buy-in. I also learned how to build trust and relationships first and not just pitch for sale without creating pain. By doing this and applying to my calls, I was able to not just reach my quota but exceed it with 28 sales in a week, as what are supposed to be full-fledged brokers do.

**3. In your previous position, what task did you find most challenging and why? What task did you enjoy most and why?**

- In my previous position as a full-fledged broker handling pure sales accounts, I found handling objections the most challenging, as I needed to handle it effectively. I cannot always get a yes from the customers, especially when I am selling something not as the direct retailer but only as a third-party company. I find it challenging to persuade them and get their buy-in. Building trust is most important and the very first thing I need to do so it would be easy to sell to them. The task I enjoyed the most was processing the sales. In this process, I need to read the details of the plan, especially the ones in red, as the script came from the retailer themselves, verbatim. It's a bit challenging as well because if you misread or even failed to read one letter, most especially the words ending in "s" or in plural form, it will result in a scripting issue and need rework that will be done by the compliance team. The reason I enjoyed this process is because it makes me more careful. It also includes gathering data and inputting it in the CRM with accuracy. It has always been satisfying to process this, although it is a very long call, because in the end, it's a sale. It will be a commission I will get by the end of the week.



**4. How would your past colleagues or managers describe your work ethic?**

- My past colleagues or managers describe my work ethic as being reliable, dedicated, and team-oriented. Newbies often ask for help and questions from me if they are confused or do not know the process. My previous supervisor even encouraged me to apply for a team lead role, as she sees the potential and thinks that I can be a good and effective leader. I always seek productivity and don't talk too much or do side chats while at work, so they say that I am too focused and kind of a workaholic. They described me as cooperative as well, and I even helped the cluster to determine what the common markdowns were that I noticed when assisting agents. I am also responsible for the task given to me and manage to complete it by the end of the day with reports done. Additionally, they described me as punctual; I was always on time logging in and out of the office. They know that I am not fond of overtime, and they can't persuade me no matter what. They know that rest days are for myself and family, as I always balance my work and life.

**5. What personal or professional accomplishments are you most proud of?**

- The personal accomplishment that I am most proud of or will be most proud of is when I am debt-free and can buy anything I want without looking at and basing it on the tagged price. It's when I can spoil my family and have our own house and a car. It's when I can fill the fridge and am financially stable that I do not even think of who I will contact to borrow some money sometimes so I can be of help to my family. If I can go and bring my loved ones together to beautiful places and out of the country. For my professional accomplishment, I would be most proud of working and building a lifetime career in a company that values the employees with collaboration, support, and work-life balance. Where I can grow personally and progress professionally, showcasing my skills and abilities, and where every work I accomplish is acknowledged.