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**TRUCKS SALES GURU NESTOR JONGKO READY FOR RETIREMENT**

It’s a solemn day at [Major Motors Isuzu](https://www.majormotors.com.au/) as long-time truck sales representative, Nestor Jongko, calls for retirement after 35 years of remarkable service.

Joining Major Motors Isuzu in Western Australia in 1986, Mr Jongko has spent decades building customer relationships to become one of the dealership’s top sales achievers.

Mr Jongko has also been a staple name in Isuzu Trucks Team Elite program—securing a qualifying place every year since its inception.

According to Bob Pearce, Major Motors Managing Director, Mr Jongko’s self-motivation and enthusiasm for satisfying customer needs was apparent from his very first interview with the dealership in 1986.

 “Nestor’s smile and outgoing personality have always shone through. When you asked him how he was going, the reply was always ‘sensational’,” recalled Mr Pearce.

“Nestor has a ’wish chart’ on his office wall—things that he wanted in life, and how many trucks he needed to sell to achieve that outcome.

“Nestor’s contribution to the success of Major Motors over 35 years has been enormous, and my family and I will be forever grateful,” Mr Pearce continued.

“His cheery disposition and undeniable sense of humour will be sadly missed by all, but we are pleased that he will be able to enjoy some well-earned time with his wife, Lita.”

Major Motors Sales Manager, Frank Johnston, praised Mr Jongko on his long years of service and said the team would miss his consistent approach to truck sales.

“Nestor is truly the most consistent person I’ve ever met,” said Mr Johnston.

“He has all the qualities of a great salesperson... he’s persistent with leads, consultative and collaborative with the team and most importantly, he always puts his customers first.

“Nestor will leave a void at Major Motors when he goes onto retirement,” Mr Johnston added.

“We have engaged a new person to fill the role, which Nestor has graciously agreed to mentor for a minimum of six months.

“We will miss him dearly, but we are also excited that he will be enjoying his golden years.”

Strongly believing in the power of hard work and a positive mindset, Mr Jongko shared his thoughts on over three decades selling trucks in the Australian market.

“Trucks are my life,” Mr Jongko said.

“Nothing compares to the excitement of finding a solution for a customer with a product that I am proud to back.

“I know that I only have a set number of years to work, so I have tried to make full use of the years.

“I have always believed that when you join a company, you should do so with the full intention of contributing to that company’s growth and profitability.”

There is no doubt Mr Jongko will find meaningful opportunities to occupy his time, despite putting travel plans on hold due to the ongoing COVID-19 situation.

Recently awarded 2020 Citizen of the Year by the City of Bayswater for his efforts toward community enrichment with the Filipino migrant community, Mr Jongko has also served twice as President of the Filipino Australian Club of Perth Inc. (FACPI) and is a founder and Commander of the Knights of Rizal (Perth Chapter).

He plans to maintain this active lifestyle managing societal projects and fundraising activities for various charities into the future.

Isuzu Australia Limited’s National Dealer Sales Manager, Craig White, expressed the good wishes of the broader Isuzu family to Mr Jongko for his upcoming retirement from truck sales.

“Nestor is a valued member of the Isuzu dealer network and has played a significant role in the Perth region over three decades,” Mr White said.

“I take this opportunity to congratulate him on a stellar career and thank him for his dedication, hard work and loyalty to the Isuzu brand.

“From the whole Isuzu family, we wish him the very best in this next stage of life.”

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**For further information, please contact:** **For Isuzu Trucks releases and photos:**

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