



WINNIE

[VIDEO INTERVIEW](#)

WORK EXPERIENCE

SALES ENGINEER

First Multi-tech Industrial and Development Corporation | February 2024 – Present (2 Years)

- Leads technical sales engagements by conducting site assessments, designing and proposing power system solutions (MV/LV switchgears, generators, ATS, UPS), preparing technical and cost proposals, coordinating installation and commissioning activities, managing project timelines, and closing contracts while maintaining strong client relationships across commercial, industrial, and government sectors.

SECURITY ADMINISTRATOR

The Philippine Stock Exchange, Inc. | February 2023 – July 2023 (6 Months)

- Administered system access and cybersecurity controls by managing user roles and permissions, enforcing IAM policies, monitoring SIEM alerts, documenting incidents, and ensuring compliance with regulatory and audit requirements for sensitive financial systems.

SALES TECHNICAL REPRESENTATIVE

PerSaFS Marketing Corp. | December 2021 – November 2022 (1 Year)

- Drove technical sales growth by prospecting new clients, managing existing accounts, preparing quotations, negotiating contracts, meeting sales targets, and maintaining accurate sales reports and forecasts.

TECHNICAL SUPPORT ENGINEER

Teltrade Communications and Development Inc. | July 2021 – December 2021 (6 Months)

- Installed, configured, and supported PBX, VoIP, network devices, and structured cabling systems while performing preventive maintenance, troubleshooting issues, documenting configurations, and providing onsite and remote technical support.

ELECTRICAL ENGINEERING INTERN

City Hall of Parañaque | March 2019 – July 2019 (5 Months)

- Assisted in designing electrical plans for public infrastructure projects by preparing drawings, performing load calculations and equipment sizing, coordinating with multidisciplinary teams, and ensuring compliance with the Philippine Electrical Code and local regulations.

SKILLS/AREAS OF EXPERTISE

- Sales Engineering
- Technical Sales & Solutions Design
- Client Requirement Analysis
- Site Assessment & Technical Discussions
- Electrical System Design
- Power Systems (MV/LV Switchgears, Generators, ATS, UPS)
- Technical Proposal Preparation
- Cost Estimation & Budgeting
- Project Coordination
- Installation & Commissioning Support
- Project Timeline Monitoring
- Client Relationship Management
- Contract Negotiation
- Deal Closing
- Cross-Functional Collaboration
- Technical Documentation

TECHNOLOGY

Microsoft Office (Word, Excel, PowerPoint)

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