

# DION GREG REYES

## PROFESSIONAL SUMMARY

A Manila-based, multi-licensed 28-year-old professional with experience and accomplishment in the fields of construction, solar business development, digital marketing, & insurance selling.

## EXPERTISE

- Business Development
- Writing and Editing Web Content
- Construction Operations and Management
- Business-to-Business and -Customer Sales

## EMPLOYMENT HISTORY

### CONSTRUCTION MANAGEMENT

#### Cadet Engineer

**Monocrete Construction Phils. Inc., Taguig City**

Project-Based, Robinsons Place Jaro, Iloilo City  
July 2015 to December 2015 (6 MOS)

#### Tasks and Responsibilities

- Quality Control of Masonry, Material Testing
- Workers Supervision
- Collaboration with Other Departments
- Office Works (Job Orders, CAD)

#### Accomplishments

- Supervised until Completion of Masonry Works of Project's 2 Levels (Basement and GF)

### DIGITAL PUBLISHING & MARKETING

#### Editor (Junior to Senior)

**GineersNow Inc., Dubai, United Arab Emirates**

Home-Based Work  
January 2016 to July 2018 (2 YRS & 6 MOS)

#### Tasks and Responsibilities

- Article Writing about STEM Topics
- Social Media Management
- Content Generation for Magazine
- Digital Publishing and Marketing
- Virtual Interviews

#### Accomplishments

- Published at least 500 Articles Related to STEM as Website Content
- Interviewed More than 20 Topnotchers for Special Web Features
- Two Tradeshows Coverage (National Level)
- Created Multiple Viral Posts and Articles on Facebook

## CONTACT INFORMATION

Mobile: +63947-426-XXXX (Upon Request)  
Address: Manila Rivercity Residences, Sta. Ana, Manila  
E-mail Address: engineerdeereyes@gmail.com  
Website: engineerdee.com

## TECHNOLOGY SKILLS

- Microsoft Office Apps (Word, Excel, Powerpoint)
- Adobe Photoshop, Adobe InDesign, Canva
- Wordpress (CMS), Google Forms, Google Analytics, Facebook Business Suite
- AutoCAD, SketchUp
- Helioscope

### B2C SOLAR SALES

#### Sales Engineer / Account Officer

**Solar Philippines Island Corporation, Makati City**

Field-Based, Business-to-Customer Solar Sales  
July 2018 to June 2019 (APPROX 1 YR)

#### Tasks and Responsibilities

- Lead Generation & Client Handling
- Technical Site Assessment
- Sales Presentations and Reports
- Event Booth Manning & Flyering Activities

#### Special Assignment

- After-Sales Technical Product Support

#### Accomplishments

- Closed a total of 20kW Residential Solar Accounts
- Held the Record for Fastest Closed Sale upon Hire
- Solar Awareness Campaigns to 6 Orgs & Schools
- Handled 10 After-Sales Technical Concerns as Special Assignment

### B2B SOLAR TECHNICAL SALES

#### Technical Sales Engineer

**Panasonic Manufacturing Phils. Corp, Makati City**

Field- & Office-Based Work  
July 2019 to March 2021 (1YR & 8 MONTHS)

#### Tasks and Responsibilities

- B2B Partners Expansion
- Technical Site Assessment
- Solar PV Design Using Helioscope
- Marketing Support in Digital Design
- Product Presentations and Solar Seminars
- Purchase, Sales, and Inventory Reports

#### Special Assignment

- Business Development for New Products (nanoX Generator and Ceiling Fans)

#### Accomplishments

- Developed 8 Partnerships to Expand Solar Business
- Aided in Achieving Sales Targets (Total of 2MW)
- Served as Technical Speaker in at Least 6 Events
- Designed Biz Model, Proposals, and Pricing for New Products including Profit & Loss Statements
- Reported Sales Reports to Japanese Top Mgt
- Handled Ads and Promos for Solar Products

# DION GREG REYES

## EMPLOYMENT HISTORY (CONT'D)

### INSURANCE SALES

#### Insurance Agent

**AIA Philam Life, Bonifacio Global City, Taguig**

Commission-Based/Freelancer  
January 2021 to Present

#### Tasks and Responsibilities

- Develop Needs/Goals Analysis Towards Financial Protection Through Life Insurance
- Provide Insurance Solutions (Personal & Corporate)
- Promote Financial Literacy & Deliver Sound Insurance Advice

#### Accomplishments

- Consistent Monthly Producer Since Coding
- Candidate Leader (For Promotion)

## EDUCATIONAL BACKGROUND

### Bachelor of Science in Civil Engineering

**Central Philippine University, Iloilo City, Philippines**

June 2010 to October 2014

#### Affiliations

- Associate Editor, Centralite 2015, (The Official Yearbook of CPU Batch 2015)
- Editor-in-Chief (2013 to 2014), The CPU Engineer Publication
- Feature Editor (2012 to 2013), The CPU Engineer Publication
- Officer, Philippine Institute of Civil Engineers - CPU Student Chapter (2013 to 2014)

#### Awards and Scholarship Received

- Esperanza H. Alerta Memorial Award for Journalism (2014)
- Dean's Lister (2010 to 2012)
- University Scholar, Entering Valedictorian (2010 to 2013)

### Basic Education - High School

**Filamer Christian College (now University)**

**Roxas City, Capiz, Philippines**

Batch 2010 Valedictorian

#### Affiliations

- Class Chairman (2006 to 2010)
- High School Representative (FCCStudent Government 2009 to 2010)
- President, Science Club (2009 to 2010)

## GOVERNMENT CERTIFICATIONS

### LICENSED CIVIL ENGINEER

#### Professional Regulation Commission

**Licensure Examination for Civil Engineers**

Took May 2 and 3, 2015 in Cebu City

### CERTIFIED SOLAR PV INSTALLER

#### Technical Education & Skills Dev't Authority

**PV Systems Installation National Certificate II**

Assessed on July 4, 2018 in Rosario, Cavite

### REGISTERED INSURANCE AGENT

#### Insurance Commission

**Ordinary Life License**

Took December 9, 2020 in Makati City

#### Insurance Commission

**Variable Universal Life License**

Took January 19, 2021 in Cubao, Quezon City

## CHARACTER REFERENCES

(Details are available upon request.)

### MR. CONRADO VARLEZ

Consultant, Panasonic Solar in the Philippines

### ENGR. WILLIAM JACINTO JUAN

Director, MEPFS Center

### MR. KENNETH JOSHUA BULAHAN

Former Sales Head, Solar Philippines

### MR. MARLON HUBILLA

Instructor, Solar PV NC II Trainer

### ENGR. MARY EARL DARYL GRIO

Department Head, CPU Civil Engineering Department

### ENGR. DANY MOLINA

Dean, CPU College of Engineering

## PERSONAL INTERESTS

- Sustainability
- Construction Technology
- Financial Literacy
- Data Science
- Traveling
- Current Affairs
- Social Media Trends
- Volleyball