



Dion Greg Reyes

PROFESSIONAL SUMMARY

A Manila-based, multi-licensed 28-year-old professional with experience & accomplishment in the fields of construction, solar business, digital marketing (particularly content creation), & insurance selling.

CONTACT INFORMATION

City Address: Manila Rivercity Residences, Sta. Ana, Manila
Home Address: Brgy X, Roxas City, Capiz
E-mail Address: engineerdeereyes@gmail.com
Website: engineerdee.com

EXPERTISE

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

TECHNOLOGY SKILLS

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

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

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 (nanoeX 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

EMPLOYMENT HISTORY (CONT'D)

INSURANCE SALES

Insurance Agent

AIA Philippines, Bonifacio Global City, Taguig

Commission-Based

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
- Senior Advisor in 2021 (1 Million in Sales)

Associate Unit Manager

AIA Philippines, Bonifacio Global City, Taguig

Commission-Based

October 2021 to Present

Tasks and Responsibilities

- Manages and monitors the team performance in line with Unit-level goals
- Recruits people into the team for expansion

Accomplishments

- Qualified for Next Gen Leader Program in Q4 2021

FREELANCE WORK

CONTENT CREATION

Content Creator

Engineer Dee (Facebook)

Freelancer

December 2016 to Present

www.facebook.com/engineerdee

Tasks and Responsibilities

- Develop content that design, inform, entertain engineering students and young engineers
- Forge partnerships with brands for expansion of brand awareness
- Add value to audience by initiating free podcasts and webinars related to engineering

Accomplishments

- 99% organic followers and reach
- Currently with more than 180,000 likers and 200,000 followers on Facebook
- Partnered with big brands for digital campaigns like Wacom Philippines, AllHome, Pino Builders, Ace+ Review Center, and Pass the Board Exam

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 (FCC Student 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

Variable Universal Life License

Took January 19, 2021 in Cubao, Quezon City

PERSONAL INTERESTS

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