

DION GREG REYES

A multi-licensed, 29-year-old Manila-based professional with accomplishments in the fields of construction, solar business (B2B & B2C), digital marketing, and insurance selling.

Manila Rivercity Residences, Brgy 880,
Sta. Ana, Manila, Philippines 1009
+63947-XXX-5202 · diongregreyes@gmail.com

CORE COMPETENCIES

- Digital Marketing and Publishing
- Sales and Business Development

TECHNOLOGY SKILLS

- Microsoft Office
- Wordpress (CMS)
- Google Workspace
- Facebook Business Suite
- Canva, Adobe Photoshop, Adobe InDesign,

PROFESSIONAL EXPERIENCE

CONTENT CREATION

CONTENT CREATOR

Engineer Dee on [Facebook](#), [YouTube](#), and [Spotify](#).

December 2016 to Present
Remote Work, Freelancer

Tasks and Responsibilities

- Develops Content which Design, Inform, Entertain Engineering Students and Young Engineers
- Forges Partnerships with Brands for Expansion of Brand Awareness
- Adds Value to Audience by Initiating Free Podcasts and Webinars Related to Engineering

Accomplishments

- Able to Grow a Personal Facebook Page with more than 200,000 Organic Followers **[UPDATE]**
- Partnered with Big brands for Digital Campaigns like Wacom Philippines, AllHome, Pinoy Builders, Ace+ Review Center, and Pass the Board Exam

INSURANCE SALES

INSURANCE AGENT

AIA Philippines (formerly Philam Life), Makati City

January 2021 to Present
Remote Work, Entrepreneurship

Tasks and Responsibilities

- Develops Needs/Goals Analysis Towards Financial Protection Through Life Insurance
- Provides Insurance Solutions (Individual and Group Insurance)
- Promotes Financial Literacy & Deliver Sound Insurance Advice

Accomplishments

- Consistent Monthly Producer Since Coding with at least 1 Life Insured per Month
- Qualified for the Next Gen Advisor Development Program in Q3 2021
- Senior Advisor in 2021 (at least 1 Million in Sales)
- DC Heroes Awardee for Associate Agency, 2021

ASSOCIATE UNIT MANAGER

UNIT MANAGER

AIA Philippines (formerly Philam Life), Makati City

October 2021 to September 2022
October 2022 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 the Next Gen Leader Development Program in Quarter 4 2021
- Invited to Multiple Agency Sales Meetings as Best Practice Sharer for Recruitment

BUSINESS-TO-BUSINESS SOLAR SALES

TECHNICAL SALES ENGINEER

Panasonic Manufacturing Phils. Corp, Makati City

July 2019 to March 2021
Field- & Office-Based Work, Full-Time (Employed)

Tasks and Responsibilities

- Developed B2B Partners Expansion
- Completed Technical Site Assessments for Solar PV Design
- Supported Marketing Dep't in Digital Design
- Delivered Product Presentations and Solar Seminars to Professional Organizations
- Aided in Purchase, Sales, and Inventory Reports

Accomplishments

- Expanded Solar Business through Partnerships
- Aided in Achieving Sales Targets (Total of 2MW)
- Served as Technical Speaker in Special Events
- Designed Business 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

Special Assignment

- Created New Business Channels for New Products (nanoeX Generator and Ceiling Fans)

BUSINESS-TO-CUSTOMER SOLAR SALES

SALES ENGINEER / ACCOUNT OFFICER

Solar Philippines Island Corp., Makati City

July 2018 to June 2019

Field-Based, Full-Time (Employed)

Tasks and Responsibilities

- Generated Leads and Handled Clients for Inquiries
- Completed Technical Site Assessments for Endorsement to Solar PV Design Team
- Delivered Sales Presentations and Submitted Sales Reports to Area Head
- Manned Event Booth & Organized Flyering Activities in Homeowners Associations

Accomplishments

- Closed 20kW Residential Solar Accounts
- Held the Record for Fastest Sale upon Hire
- Delivered Solar Awareness Campaigns to Organizations & Schools

Special Assignment

- Handled After-Sales Technical Product Support

DIGITAL PUBLISHING & MARKETING

SENIOR EDITOR

JUNIOR EDITOR

GineersNow Inc., Dubai, United Arab Emirates

January 2018 to July 2018

January 2016 to December 2017

Remote Work, Full-Time (Employed)

Tasks and Responsibilities

- Wrote Articles about STEM Topics for In-house Website Content
- Managed Social Media Accounts of the Company as well as the Clients which includes Generating Ideas, Creating Content and Scheduling of Posts on Facebook and LinkedIn
- Generated Content for In-house Magazine
- Conducted Virtual Interviews

Accomplishments

- Published at least 500 Articles Related to STEM as Website Content
- Interviewed More than 20 Topnotchers for Special Web Features
- Covered Two National Trade Shows
- Created Multiple Viral Posts and Articles on Facebook

CONSTRUCTION MANAGEMENT

CADET ENGINEER

Monocrete Construction Phils. Inc., Taguig City

July 2015 to December 2015

Project-Based (Iloilo City), Full-Time (Employed)

Tasks and Responsibilities

- Supervised Quality Control of Masonry and Testing of Materials Used On-site
- Managed Workers via Contractor's Leadman
- Collaborated with Other Departments for Special Segments of the Project
- Organized Office Works like Job Orders and CAD

Accomplishments

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

EDUCATIONAL BACKGROUND

BACHELOR OF SCIENCE IN CIVIL ENGINEERING

Central Philippine University, Iloilo City
June 2010 to October 2014

Affiliations

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

Affiliations

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

BASIC EDUCATION - HIGH SCHOOL

Filamer Christian College (now University)
Roxas City, Capiz
Batch 2010 Valedictorian

GOVERNMENT CERTIFICATIONS

PROFESSIONAL REGULATION COMMISSION

Licensure Examination for Civil Engineers
Took May 2 and 3, 2015 in Cebu City

TECHNICAL EDUCATION & SKILLS DEV'T AUTH.

PV Systems Installation National Certificate II
Assessed on July 4, 2018 in Rosario, Cavite

INSURANCE COMMISSION

- Ordinary Life License
Took December 9, 2020 in Makati City
- Variable Universal Life License
Took January 19, 2021 in Cubao, Quezon City