

Elmar G. [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]



SUMMARY:

Proficient and highly knowledgeable Sales Engineer and track record of sales success. Motivated professional who excels at delivering quality service while exceeding revenue benchmarks on a consistent basis.

WORK EXPERIENCE:

- | | |
|------------------|--|
| 1. Position | Sales and Application Engineer |
| Duration | June 2022 – Present |
| Company | [REDACTED] |
| Company Industry | Mechanical, Flow, Instrumentation and Electrical |
| Location | Bacolod City , Negros Occidental |
| Department | Mechanical / Flow Department |
| Job Description | Sales and technical application engineer for mechanical and flow products. Conduct site inspection for new and existing equipment. Mapping, inspection of existing equipment to provide data and analysis for spare parts replacement unit. Provide analysis for water industry operation and maintenance. |
- ☐ Mapping and size up equipment base on existing and new requirement.
 - ☐ Provides budgetary proposal for operational and capex reference.
 - ☐ Hands on product orientation commissioning, testing and hand over as service engineer.
 - ☐ Project negotiation in-charge handled projects.
-
- | | |
|------------------|---|
| 2. Position | Sales and Application Engineer |
| Duration | March 2019 – June 2022 |
| Company | [REDACTED] |
| Company Industry | Import and Export, Instrumentation Industry |
| Location | Paranaque City |
| Department | Sales Department |
| Job Description | Sales and technical application engineer for instrumentation and controls. Provides mechanical and civil technical consultation for piping and instrumentation projects. Providing sales support during virtual and onsite client meetings. |
- ☐ Conduct site inspection and provides customer requirement ideas for the process and operation requirement.
 - ☐ Provides materials costing and estimate for the project requirement.
 - ☐ Supervise project for the man power during project execution and coordinate with project and safety personnel at site.
 - ☐ Conduct site orientation during project execution for the project.
 - ☐ Project negotiation in-charge handled projects
 - ☐ Technical know how for the Government and private project bidding documentation.

3. Position	Sales Engineer
Duration	May 2014 – August 2018
Company	[REDACTED]
Company Industry	Material Handling Equipment
Location	Paranaque City
Department	Sales Department
Job Description	Sales and technical knowhow of lifting equipment such as Overhead Traveling Crane, Warehouse trucks, Building Maintenance Unit (BMU), Construction equipment, Man Lift. Industry supplied, Sugar Industry, Power Plant Industry, Cement Industry, Port, High Rise Buildings and warehouses.

- ☐ Providing sales support during virtual and onsite client meetings.
- ☐ Liaising with both current and potential clients to develop existing and new business opportunities.
- ☐ Identifying the customer's current and future requirements.
- ☐ Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
- ☐ Preparing reports for head office and senior managers.
- ☐ Offering after-sales support services.
- ☐ Conveying solution benefits to both business and technical.
- ☐ Demonstrating products, services and solutions to potential clients.
- ☐ Preparing and presenting potential cost benefit analysis to potential clients.
- ☐ Delivering presentations and demos to customer
- ☐ Conveying customer technical requirements to the Internal Engineering teams.
- ☐ Maintaining existing, long-term relationships with customers.
- ☐ Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- ☐ Travelling to visit potential clients.
- ☐ Negotiating tender, contract terms and conditions.
- ☐ Maintaining professional working contact with key suppliers and third parties.

4. Position	Sales Engineer
Duration	January 2011 – May 2014
Company	[REDACTED]
Company Industry	Trading Company
Location	Bacolod City
Department	Sales Department

Job Description	Sales and technical know how for industrial equipment, Sugar industries, distilleries, beverage and shipping industries, Product Lines, Viking Chains, Reduction, Molasses Pump, Rotary Juice Screen, Poultry Equipment's, Pellets Dies and Rolls, Services: Sales Engineer, Supervision installations of equipment, Commissioning of the products installed. Supervision of maintenance of equipment's
-----------------	---

- | | |
|------------------|---|
| 5. Position | Maintenance / Production Crew |
| Duration | April 2010 – January 2011 |
| Company | [REDACTED] |
| Company Industry | Manufacturing, Distribution and Marketing |
| Location | Bacolod City |
| Department | Production Department |

Job Description	Assign as operator in cupping machine, maintenance for the machine during maintenance period. Trouble shooting of machine if there's a problem encountered. Monitoring the machine during production period. Follow standard procedure during and off duty.
-----------------	---

- | | |
|------------------|-------------------------------|
| 6. Position | Maintenance / Production Crew |
| Duration | June 2009 – March 2010 |
| Company | [REDACTED] |
| Company Industry | Beverage, Manufacturing |
| Location | Bacolod City |
| Department | Production Department |

Job Description	Machine operator and relieve operator in, Depalletizer, Uncaser, Packer, Bottle washer, Electronic bottle Inspector and Pallizer operator. Maintenance in machine assign after operation. Follow Standard Operation Procedure (SOP).
-----------------	--

- | | |
|------------------|---------------------------------|
| 7. Position | SK Chairman, |
| Duration | May 2002 – October 2007 |
| Company | [REDACTED] |
| Company Industry | Local Government Unit (LGU) |
| Location | E. B Magalona Negros Occidental |

Job Description	In charge of the Infrastructure Projects, livelihood programs for youth and out of school youth in our barangay. In charge of sports and activity in our barangay and municipal.
-----------------	--

PERSONAL DATA:

Date of Birth	[REDACTED]
Age	[REDACTED]
Gender	[REDACTED]
Civil Status	[REDACTED]

Height [REDACTED]
Weight [REDACTED]
Nationality [REDACTED]
Religion [REDACTED]

EDUCATION:

Education Level Highest Education
Course Bachelor's / College Degree
School Bachelor of Science in Mechanical Engineering
Location [REDACTED]
Date Graduated [REDACTED]
March 2009

CHARACTER REFERENCE:

[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]