

Paul

Application/Sales Engineer - HVAC (Visit Visa Validity until July 17, 2018 complete with UAE Embassy Attested Documents)

[Paul.379886@2freemail.com](mailto:Paul.379886@2freemail.com)



Duly Philippine-licensed Mechanical Engineer with four years of experience in the HVAC industry with strong product knowledge of chillers, airside, & VRV/VRF. Proven ability to accomplish multiple projects while meeting challenging deadlines. Seeking a challenging career in a new environment to continue my skills development to their fullest potential so I can add value to the growth of the company while utilizing my strengths in Application Engineering, customer service and sales-related tasks.

**WORK EXPERIENCE**



**Sales Engineer, Strategic Accounts Group** Concepcion-Carrier Air Conditioning Company



*01/2016 – 05/2017 Muntinlupa City, NCR, Philippines Joint-venture between Carrier Corp. (USA) & Concepcion Industries (PH)*

*Achievements/Tasks*



Career Promotion from Application Engineer.

Established renewed strong relation with existing customers to gain more sales funnel up to 150%.

Over PhP130M (AED9.6M) closed projects on year 2016.

Seek and recognize opportunities for opening new accounts and increased customer list by 20% vs. prev. yr.

Managed Special Accounts of MEP Project Consultants, Developers and Key Customers through the collaboration of Carrier's Hourly Analysis Program (HAP).

**SKILLS AND COMPETENCIES**



Goal-seeker Result-oriented Versatility



Account Management Negotiation & Sales



Cost Estimate Public Speaking Problem Solving

**KEY PROJECTS**



Manila Bay Resort (now Okada Manila)

(01/2016 – 05/2017)

15000TR Chiller Management System, VFD's & fan coil units



Federal Land's The New Blue Wave Phase 1 & 2 (01/2015 – 06/2016)

3 500TR Centrifugal & 1 400TR Variable Screw Chillers; 12 AHU's



**Application Engineer, Strategic Accounts Grp** Concepcion-Carrier Air Conditioning Company

*05/2013 – 12/2015*

*Achievements/Tasks*



Closed Orders reaching about PhP295M (AED21.8M) in 2015, an increase of about 380% from previous year.

Two Consecutive Quarters with more than PhP100M (AED7.4M) closed project sales each (Q3 and Q4 2015).

Top Application Engineer for 3Q'15 in the entire dept.

Prepares cost sheets, quotations and equipment selections for specific project requirement.

**On-the-Job Trainee, NAIA Terminal 3**

Manila International Airport Authority

*05/2011 – 06/2011* *Paranaque City, Philippines*

**EDUCATION**



**TERTIARY: Bachelor of Science in Mechanical Engineering**



University of Perpetual Help System DALTA

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| --- | --- |
| *06/2007 – 04/2012* | *Las Pinas City, NCR, Philippines* |
|  | *(1.59 Five-point GPA, 231 units)* |

**CERTIFICATIONS & ACHIEVEMENTS**



Non-Professional Driver's License (10/2017 – 05/2022)

*Issued by the Philippines' Land Transportation Oﬃce*

Advanced Modelling Techniques for HVAC / Energy Modelling for LEED Energy & Atmosphere Credit 1 / Load Calculation & Energy Simulation for Comm'l Bldgs

*Carrier University (Int'l Assoc. for Continuing Educ. & Training Provider)*

Hourly Analysis Program / Energy Modelling / Light Commercial System Design / HVAC Fundamentals

*Certificate of Participation by CCAC thru Carrier Asia HVAC*

Ownership Champion Achievement (Vector 3 Project)

*Awarded by BIS for exceptional dedication for Customer Satisfaction*

Dean's List; Best in OJT; Gold Medal for Leadership; Most Outstanding Organization Oﬃcer

*College Highlights and Achievements*

5th Honorable Mention; Campus Leadership Award; Best in Marketing & Salesmanship; Philippine Air Force 1st ARC Honor, Duty, Loyalty, Eﬃciency & Leadership

*Business High School Highlights and Achievements*

**INTERESTS**



Guitar Chess Swimming Reading



Church Activities Technology Sustainability