

JEFFERSON SALASAR MARCELO,
MBA, LPT, CHP, CTP, CGSP, AFIM, CPM-PHIL,
SMRIHosM, Ph.D. IHM (c)

455 MLQ Street, Bagumbayan, Taguig City

Contact#: 09983701985

E-mail: jeffersonmarcelo119@gmail.com

Linked In: Jefferson Marcelo



OBJECTIVE:

Dedicated, enthusiastic individual with outstanding academic, communication, organizational, and people skills and a passion for teaching and searching for a business-related position. Enthusiastically passionate about sharing experiences, expertise, and informative theories with students or employees which will help individuals in career advancement and enhancement of skill-based performances.

EDUCATIONAL ATTAINMENT

September 5, 2020 – present

LYCEUM OF THE PHILIPPINES UNIVERSITY
Ph.D. in International Hospitality Management
Intramuros, Manila Philippines
48 Units Earned, Enrolled in Dissertation Writing

June 2017 – May 27, 2019

PAMANTASAN NG LUNGSOD NG MAYNILA
Master in Business Administration
Intramuros, Manila Philippines

June 2010 – April 30, 2014

TAGUIG CITY UNIVERSITY
B.S. Hotel and Restaurant Management
Central Bicutan, Taguig City
CUM LAUDE & LEADERSHIP AWARD
University and City Scholar

2006 – 2010

BAGUMBAYAN NATIONAL HIGH SCHOOL
Bagumbayan, Taguig City
2ND HONORABLE MENTION

EXTENDED EDUCATION

August 2019 – present

TAGUIG CITY UNIVERSITY
Extended Education Services
Certificate in Teaching Units
24 Education Units earned

BOARD EXAMINATION

LICENSED PROFESSIONAL TEACHER (LPT)

October 2022 Board Exam Passer

Professional Regulations Commission (PRC)

Rating: 78.2%

EMPLOYMENT BACKGROUND

TAGUIG CITY UNIVERSITY

Director, Research and Extension Office

Promotion

July 1, 2022 – December 2022

Job Description: (As Director for Research)

- Initiates research programs and activities of the institution;
- Conducts research and negotiates contracts and funding;
- Coordinates with respective research coordinators of the college for their initiatives and research activities;
- Conduct research capability training program for the institution;
- Represents the University in external affairs relating to research activities;
- Recommends to the Vice President for Research, Extension, Planning, and GAD scholarship grants, research grants, and possible funding of faculty research;
- Conduct university or institutional research papers;
- Produced and attends to the preparation of institutional research journals;
- Assists in the protection, licensing, and copyrighting of all university-based research programs and activities including publication, journal, paper, etc.; and
- Performs other duties that may be assigned by the Vice President for Research, Extension, Planning, and GAD.

Job Description: (As Director for Extension)

- Carry out the extension service function of the University Implement policies, guidelines, and mechanisms in performing extension service;
- Manage the University's Extension Service Program;
- Attends various college memorandum of agreement assistance in terms of extension services;
- Conduct research on the varied aspects of the extension service and its management;
- Create effective mechanisms that ensure productive extension service;
- Establish partnerships with industries and government and non-government agencies and organizations for the attainment of sustainable development and economic upliftment;
- Develop and implement a continuing program of skills enhancement for extension workers; and
- Augment the University's budgetary provision for extension service by tapping external sources of funds.

Graduate School Professor

August 2022 – present

Job Description

- Handles Business Research, Thesis Writing, and Thesis Seminar subjects for **Master in Business Administration Subject**
- Part of the panel committee on the candidate for MBA during colloquium and the final defense
- On-call statistician

Instructor III and Research Coordinator

College of Hospitality and Tourism Management

October 19, 2017 – December 2022

Job Description:

- **Special Assignment: HRM Society Adviser (2018 – present)**
- **Member of the Evaluation Committee of AREA IV –** ALCU-COA Candidate and Level 1 status
- Teaching major subjects such as Research Methods and Techniques, Asian Cuisine, Food & Beverage Procedures, Fundamentals in Lodging Operations, Risk Management, Tourism Planning and Development – Feasibility Study, Housekeeping Procedures, Front Office Procedures, Hospitality Marketing, Strategic Management, Supply Chain in Hospitality Industry, Principles of Tourism, Entrepreneurship and Business Planning and the others.
- Special assignment to handle the University and College Accreditation in ALCU or Association of Local Colleges and Universities under AREA IV – Student Development Services
- Research Presentation in Local and National Research Congress
- Handle different Thesis groups as their Thesis Adviser
- Assigned Research Assistant to the Research Coordinator/Chairperson of the College of Hospitality and Tourism Management.
- Ability to assist the College of Hospitality and Tourism on other curricular activities such as College Week, NC Training, and Presentation.
- Responsible for the College Video Presentation, Brochures, and other Publication materials
- Assigned as in-charge in food and beverage service, physical assignment, and event head/assistant in various university and college-related activities.
- Developing highly skills techniques in teaching the students

As Research Coordinator

- Prepares and implements the College Research Agenda.
- Be the leader in the preparation of college research proposals based on the department research agenda.
- Develops a pool of college researchers through training, seminars, and workshops.
- Monitors and evaluates faculty research.
- Organizes research fora and research festivals in the college.
- Participates as resource persons/ trainers in university-wide research training/forum.
- In charge of the requisition for research funding and necessary supplies for the conduct of college research.
- In charge of the preparation of the college Research Journal; and
- Submits monthly accomplishment report to the College Dean, and the VPREP

REX EDUCATION

Developmental Editor

Content and Language Editor

January 17, 2023 – present

Job Description:

- Recognizes the factual and conceptual lapses or inconsistencies that were missed at the DE stage and provides the necessary editing on these
- Checks and corrects content to ensure observance of the instructional design
- Does fact-checking (dates, events, names, etc.) and corrects factual, conceptual, and computational errors
- Checks and corrects other content lapses, including unsurfaced assumptions, sweeping generalizations, and social content violations
- Revises portions of material for content relevance
- Unlocks unfamiliar terms or concepts

- Ensures that the reference citations follow the appropriate style
- Re-check and develops Professors Kit of the textbook

JOSE RIZAL UNIVERSITY

Part-Time Faculty

College of Hospitality and Tourism Management

August 1, 2020 – January 2022

Job Description:

- The part-time faculty member teaching **Tourism and Hospitality Marketing, Strategic Management, Research 1 & 2, Data Analytics in Tourism and Hospitality**
- Part of the research of the college under Tourism and Hospitality
- Conduct different webinars related to Research
- Conduct research proposal defense and final paper defense

LYCEUM OF THE PHILIPPINE UNIVERSITY MANILA

Special Lecturer

College of International Tourism and Hospitality Management

February 1, 2020 – August 2021

Job Description:

- The part-time faculty member teaches **Research Methods and Techniques and Tourism and Hospitality Marketing**
- Part of the research panel of advisers at the Lyceum of the Philippines University Manila

GLOBAL PROFESSIONAL ADVANCEMENT (GPA)

On Call Distinguished Reviewer

February 13, 2021 to present

Job Description:

- Regular Reviewer of 2 Badges for CAHP (Certified Associate Hospitality Professional) Certification for Food and Beverage Service and Rooms Division Service.
- Reviewer for Certificate in Hospitality System Plus

ELITE WEDDING CREATIVE

Event Coordinator

February 1, 2015 – March 31, 2019

Job Description:

- Event coordination in all the social events of the company and its clients
- Manage client needs in terms of program, invitation, catering, layout, and design etc
- Prepare event portfolio and event planning and scheduling for the clients
- Prepares client proposal for the event

2GO GROUP INC – SCANASIA OVERSEAS INC

Sales Supervisor

July 2017 – August 31, 2018

Lateral Promotion

Job Description:

- Handling Key Accounts Customers and Various Gen Trade and Pet Specialty Accounts
- Sales negotiation and Salesmanship
- Ability to close a deal with customers
- Ability to turn around the channel through growth and revenue achievement
- Ability to expand the coverage, distribution, and category in the account
- Can able create a presentation for a joint business plan meeting
- Can easily identify and develop activities that will bring growth to the company and to the customer
- Knowledge in finance transactions such as Accounts Receivables, Hanging Balances, and Trade Spend in the accounts
- Trade Marketing/Planogram execution to trade

Marketing Specialist

July 1, 2016 – June 30, 2017

Promotion - Supervisory Level

Job Description:

- Handles three (3) major brands such as **Mondelez International, Nestle Purina Philippine and ABS-CBN TV Plus**, and two (2) International brands such as **Arla Philippines, The Cookies Factory**,
- Planning and Implementation of marketing promos in various trade partners such as retailers, pharma, and food service channel.
- Maintain 0% Cost Driver contribution of brands in the business such as Bad Orders and Rebates and maintain quality service with the valued customers.
- Brand Management, Trade Execution, Customer Management, and Activation in the accounts
- Conduct Joint Business Plan meeting among the market group in the Philippines.
- Handling National Sales for Nestle Purina in the Philippines as a distributor
- Sales negotiation to retail and pet accounts such as **SM Group, Robinsons, Waltermart, Rustans, and Pet Express** regarding the sales platform and impact by the stakeholders.
- Sales training to assigned manpower and area
- Trade Marketing/Planogram execution to trade

Sales Administrative Assistant

June 9, 2014 – June 30, 2016

Don Chino Roces Ave., Ecoplaza Building, Makati City

Job Description:

- Monitors and maintains files and reports on revenue and volume per principal, SKU, area etc.
- Ensures all reports required by sales are complete, accurate, and submitted based on agreed timelines
- Develops customized report formats to transform statistical data into management reports
- Helps and assists sales heads in gathering all data necessary in developing business presentations to accounts.
- Manages, organizes, and updates relevant data using database applications.
- Other ad hoc jobs might be assigned from time to time.

AS BOOK AUTHOR

PUBLISHER: MINDSHAPERS PUBLISHING INC.

- **ENTREPRENEURSHIP**
ISBN # 978-621-406-337-6 – Published 2022
- **ENTREPRENEURSHIP IN TOURISM AND HOSPITALITY**
ISBN # 978-62 -406-338-3 – Published 2022

PUBLISHER: EDRIC PUBLISHING HOUSE

- **TRAVEL WRITING AND PHOTOGRAPHY**
ISBN # 978-621-478-003-7 – Published 2022
- **HERITAGE TOURISM**
ISBN # 978-621-8179-65-3 – Published 2021

AS PEER EVALUATOR

ASIA PACIFIC JOURNAL OF ACADEMIC RESEARCH IN BUSINESS ADMINISTRATION

Asia Pacific Journal of Academic Research in BA Vol. 8 No. 1, April 2022

Title of Reviewed Article: Proposed Innovation for Beverage Industry: Inputs from Customer Feedback

April 19, 2022

ASIA PACIFIC JOURNAL OF ACADEMIC RESEARCH IN BUSINESS ADMINISTRATION

Asia Pacific Journal of Academic Research in BA Vol. 8 No. 1, April 2022

Title of Reviewed Article: Tourist Destination Image of La Union Province

April 19, 2022

ASIAN SOCIETY OF TEACHERS FOR RESEARCH (ASTR)

Print ISSN: 2619-8428 Online Print: ISSN: 2619-8436

Title of Reviewed Article: Policy Analysis on the Alternative Work Arrangements in Government Office During Pandemic

June 16, 2021

ASIAN SOCIETY OF TEACHERS FOR RESEARCH (ASTR)

Print ISSN: 2619-8428 Online Print: ISSN: 2619-8436

Title of Reviewed Article: Strategic Management System for Competitive Business Performance: A Literature Review

June 16, 2021

THESIS/RESEARCH PAPER PRESENTATION & PUBLICATION

JOURNAL

INTERNATIONAL JOURNAL OF TOURISM AND HOSPITALITY

Research Title: Impacts of the Use of Water Hyacinths as a Form of Livelihood Programs in the Local Residents of Taguig City: Inputs for Tourism Entrepreneurship

ISSN: 2709-9768 doi: 10.51483/IJTH.1.4.2021.23-29

Volume 1, Issue 4, October 2021

INTERNATIONAL JOURNAL OF TOURISM AND HOSPITALITY

Research Title: Young Entrepreneurs: Motivational Factors Encouraging the Hospitality Students of Lyceum of the Philippines University Manila

ISSN: 2709-9768 doi: 10.51483/IJTH.1.4.2021.11-22

Volume 1, Issue 4, October 2021

CONSORTIA ACADEMIA PUBLISHING

INTERNATIONAL JOURNAL OF RESEARCH STUDIES IN MANAGEMENT

Research Title: Effects of the Visual Pollution in Intramuros: Basis for Heritage Preservation

ISSN: 2243-7770 Online: 2243-7789

October 6, 2021

INTERNATIONAL JOURNAL OF MANAGEMENT STUDIES AND SOCIAL SCIENCE RESEARCH

Research Title: “Acceptability of Electric Tricycle as Public Transportation at Bonifacio Global City: Basis for Its Implementation”

ISSN: 2582-0265

Published in IJMSSSR journal2021 vol.-3, issue-2, MARCH – APRIL

MONOGRAPH WRITING

Published Monograph about: Michelin Stars – The Perfection in Food

November 21, 2020

INTERNATIONAL PRESENTATION

1st INTERNATIONAL RESEARCH CONFERENCE IN EDUCATION, SCIENCE, AND TECHNOLOGY (IRCEST)

Research Title: “Food Tourism: Promoting Local Food Enterprises as Basis for City’s Food Crawl Itinerary Package”

November 3-5, 2022 – Adamson University Manila

1st INTERNATIONAL RESEARCH CONFERENCE IN EDUCATION, SCIENCE, AND TECHNOLOGY (IRCEST)

Research Title: “Cloud Kitchen Systems: Adaptability of Selected Online Food Service Businesses in Taguig City as an Emerging Operational Business Model for a Sustained Competitive Advantage”

November 3-5, 2022 – Adamson University Manila

1st INTERNATIONAL RESEARCH CONFERENCE IN EDUCATION, SCIENCE, AND TECHNOLOGY (IRCEST)

Research Title: “Customer Retention Strategies of Café De Lipa in Market-Market, Taguig City: Basis for Improved Customer Experience

November 3-5, 2022 – Adamson University Manila

5th PHILIPPINE RESEARCH CONFERENCE OF TOURISM, AND HOSPITALITY (PRCTH)

Research Title: “Challenges in Preserving Religious Relics and Repository of Artifacts of Museo De Sta Ana Taguig”

October 29, 2022 – University of the Philippines Diliman Quezon City

2nd VIRTUAL INTERNATIONAL INTERDISCIPLINARY RESEARCH FESTIVAL 2022

Research title: “Effects of COVID-19 on the College of Hospitality and Tourism Management Graduates of Academic Year 2016 to 2019 of Taguig City University”

May 16-17, 2022

INTERNATIONAL RESEARCH CONFERENCE ON HIGHER EDUCATION (IRCHE) 2021

Research title: “Emergence of Digital Technology 4.0: Effectiveness of Eatigo Application at Pancake House Taguig as Increased Transaction Count Strategy”

December 13-16, 2021

TOURISM EDUCATORS AND MOVERS OF THE PHILIPPINES (TEAM) 2ND INTERNATIONAL RESEARCH CONFERENCE

Research title: “Effects of Visual Pollution in Intramuros: Basis for Heritage Preservation”

July 10, 2011

INTERNATIONAL BUSINESS RESEARCH CONFERENCE

Research Title: “Acceptability of Electric Tricycle as Public Transportation at Bonifacio Global City: Basis for Its Implementation”

December 1-3, 2020

5TH SUSTAINABLE INITIATIVES: CASE STUDIES IN MALAYSIA, PHILIPPINES, AND INDONESIA (SIMPI)

Research Title: “Acceptability of Electric Tricycle as Public Transportation at Bonifacio Global City: Basis for Its Implementation”

October 30, 2020

NATIONAL PRESENTATION

NAYONG PILIPINO FOUNDATION RESEARCH SUMMIT 2021

Research Title: “Effects of Visual Pollution in Intramuros: Basis for Heritage Preservation”

August 12, 2021

4TH PHILIPPINE RESEARCH CONFERENCE OF TOURISM AND HOSPITALITY (PRCTH) 2020

Research Title: “Acceptability of Electric Tricycle as Public Transportation at Bonifacio Global City: Basis for Its Implementation”

November 19, 2020

8th METRO AND SOUTH UNIVERSITIES AND COLLEGES RESEARCH CONGRESS 2019

Research Title: “Level of Effectiveness of Inventory Management System of Casa Italia Restaurant in Bonifacio Global City: Inputs for Enhancement”

National – Office of the Vice President for Research, Extension, and Planning
September 18, 2019

LOCAL PRESENTATION

INTER-COLLEGIATE BREAKTHROUGH RESEARCH PRESENTATION AND EXHIBITS

Research Title: “Development of a Mobile-Based Application to Teach Philippine Geography and Tourism”

Local – Office of the Vice President for Research, Extension, and Planning
November 23, 2018

AS THESIS/RESEARCH ADVISER

1. “BEST IN THESIS AWARD”

THESIS TITLE: “PERCEPTION OF SELECTED COLLEGE OF HOSPITALITY AND TOURISM MANAGEMENT SHIFTEES ON THE INFLUENCE OF SHIFTING PROGRAM IN TAGUIG CITY UNIVERSITY ACADEMIC YEAR 2017-2018: BASIS FOR POLICY STANDARDIZATION”

November 14, 2018

2. “BEST IN THESIS AWARD”

THESIS TITLE: “LEVEL OF ACCEPTABILITY OF BIKANYA TO THE COLLEGE OF HOSPITALITY AND TOURISM MANAGEMENT PROFESSORS AT TAGUIG CITY UNIVERSITY: BASIS FOR PRODUCT DEVELOPMENT”

November 6, 2018

3. “BEST IN THESIS AWARD”

THESIS TITLE: “ACCEPTABILITY OF ELECTRIC TRICYCLE AS A PUBLIC TRANSPORTATION AT BONIFACIO GLOBAL CITY: BASIS FOR ITS IMPLEMENTATION”

November 16, 2019

4. “BEST IN THESIS AWARD”

THESIS TITLE: “READINESS OF THE COLLEGE OF HOSPITALITY AND TOURISM MANAGEMENT STUDENTS OF TAGUIG CITY UNIVERSITY ON PRACTICAL ON-THE-JOB TRAINING OVERSEAS: BASIS FOR TRAINING PROGRAM ENHANCEMENT TOWARDS GLOBAL COMPETITIVENESS”

November 16, 2019

5. “BEST BREAKTHROUGH RESEARCH”

THESIS TITLE: “ACADEMIC ACHIEVEMENT OF NON-CATHOLIC BACHELOR OF SCIENCE IN HOTEL AND RESTAURANT MANAGEMENT STUDENTS IN TAGUIG CITY UNIVERSITY: BASIS FOR BETTER RELIGION ENGAGEMENT AND THEIR ACADEMIC ONES”

November 16, 2019

6. “2ND BEST RESEARCH PROPOSAL – JOSE RIZAL UNIVERSITY”

THESIS TITLE: “MARKETABILITY OF MALAOG CAVE AT SAMPALOC, QUEZON PROVINCE AS PERCEIVE BY TOURIST: INPUTS FOR DESTINATION MARKETING PLAN”

May 31, 2021

7. “3RD BEST RESEARCH PROPOSAL – JOSE RIZAL UNIVERSITY”

THESIS TITLE: “BAMBIKE ECOTOURS AS A RECREATIONAL ACTIVITY: A CASE OF SUSTAINABLE DEVELOPMENT IN INTRAMUROS”

May 31, 2021

RESEARCH PAPER PRODUCED

RESEARCH PAPER AS MAIN AUTHOR

- Level of Competency in Food and Beverage Service of Hospitality Management Students: A Comparative Assessment – August 2022
- Sensory Marketing Application of Coffee Shops Restaurant Towards Customer Repeat Visit in Taguig City – August 2022
- Exploring the Urban Farming Initiative in Taguig City: Inputs for Climate-Smart Agriculture – August 2022
- Farm to Table Dining: Its Acceptability Towards Business Sustainability – September 2022
- Sustainability Practices of Food Establishment in Taguig City in Response to Business Sustainability – September 2022
- Stakeholders Understanding on the Development of Open Park and Green Spaces in Taguig City: Basis for Green Tourism – September 2022
- Assessment of Digitalized Tourism Practices of Selected Hotels in Taguig City Towards the Implementation of Safe Travel Experience – September 2022
- Preservation of Pagodahan Festival as Taguig City’s Inventory of Intangible Cultural Heritage: Inputs for Safeguarding the Asset – September 2022
- Customer Retention Strategies of Café de Lipa: Basis for Improved Customer Experience – August 2020
- Challenges of Religious Relics and Repository of Artifacts of Museo De Sta Ana – January 2021
- Food Tourism: Promoting Local Food Crawl Enterprises as Basis for City’s Food Crawl Itinerary Package – January 2021
- Effectiveness of Accesible Tourism at National Museum for the Person with Special Needs: Basis for Policy Intervention – Janaury 2021

RESEARCH PAPER AS CO-AUTHOR

- Effectiveness of Food Photography as Inducing Tool to Customer Purchase – January 2021
- Cloud Kitchen Systems: Adaptability of Selected Online Food Service Businesses in Taguig City as an Emerging Operational Business Model for a Sustained Competitive Advantage – August 2020
- Impact of the Pandemic on the Selected Bars in Metro Manila: A Basis for Recovery Plan
- Safety Measures and Protocols Applied by the Food and Beverage Department of Vivere Hotel as Perceived by the Guest

- Assessment on the Management Practices of Marriott Hotel in Pasay City to Selected Employees of Concierge Management During Pandemic: Basis for Employee Retention
- Young Entrepreneurs: Motivational Factors Encouraging the Hospitality Students of Lyceum of the Philippines University Manila
- Effectiveness of the Use of the Virtual Event Platform as an Alternative Medium of Delivery of Instruction to CITHM students of LPU Manila
- Impact of the Development of Kartilya ng Katipunan Park on the City of Manila: An Input for Sustainable Tourism
- Acceptability of the Modernized Jeepney as A Form of Public Transportation in Manila: Basis for Improved Tourism Experience
- Bicycle Tourism as a Driver for Sustainable Development and Growth in the City of Manila
- Impact of the Use of Water Hyacinths as a Form of Livelihood Program in the Local Residents of Taguig City: Inputs for Tourism Entrepreneurship
- Level Of Guest Satisfaction At Jollibee Bgc Stopover Pavillion: Basis For Service Quality Improvement
- Assessment On Service Quality Of Hukads Restaurant At Sm Bicutan Towards Improved Guest Satisfaction
- Application Of Carrying Capacity Requirements In Kitchen Laboratory And Its Learning Impact To Fourth Year Hotel And Restaurant Management Fourth Year Students At Taguig City University Academic Year 2018-2019: Basis For Skills Enhancement”
- Level Of Effectiveness Of Inventory Management System At Casa Italia Restaurant In Bonifacio Global City Taguig: Inputs For Enhancement”
- Social Impacts Of Tourism At Fort Santiago: Basis For Enhanced Tourism Destination”
- Assessment On The Conservation Of Napindan Lighthouse Of Barangay Napindan, Taguig City As Perceived By Local Residents: Basis For Sustainable Tourism”
- Effectiveness Of Eatigo Application At Pancake House, Vista Mall, Taguig City, Basis For Increased Transaction Count”

AS EXTERNAL PANELIST

LYCEUM OF THE PHILIPPINES UNIVERSITY MANILA

Member of the Panel – Thesis Oral Defense

January 15, 2023

UNIVERSITY OF PERPETUAL HELP SYSTEM DALTA CALAMBA CAMPUS

Member of the Panel – Theses Oral Defense

August 2, 2022

ST. SCHOLASTICA’S COLLEGE MANILA

External Panelist – SHLRM Tourism and Hospitality Mini-Research Colloquium 2022

May 18, 2022

LYCEUM OF THE PHILIPPINES UNIVERSITY MANILA

Internal Panelist – CITHM Research 1 Proposal Defense

July 10, 2011

LYCEUM OF THE PHILIPPINES UNIVERSITY MANILA

External Panelist – SHS ABM-Tourism Research Subject

May 19, 2021

MANILA TYTANA COLLEGE

External Panelist – BS Hospitality Management Student Research 1 Defense

May 18, 2021

JOSE RIZAL UNIVERSITY

Panelist and Research Teacher – BS Hospitality and Tourism Management Students Research 1

May 8, 2021

TRAINING AND ASSESSMENTS ATTENDED

BASIC DATA ANALYSIS USING SPSS – NATIONAL TRAINING WORKSHOP

ACE IT UP Center for Learning and Development

July 16-18, 2022 Zoom Virtual Platform

Training on:

- Parametric and Non-Parametric Tests
- Analyzing and Interpreting Quantitative Data Results taken from SPSS
- Hands-on Workshop on SPSS

TRAINERS METHODOLOGY (TRAINER/ASSESSOR) 1

TMC - 21130601000074

COMPETENT valid until FEBRUARY 24, 2026

- **CONDUCT COMPETENCY ASSESSMENT**
Trainers Methodology Level 1 (Trainer/Assessor)
PSAA International Academy – TESDA Accredited Training Center
- **MAINTAIN TRAINING FACILITIES**
Trainers Methodology Level 1 (Trainer/Assessor)
PSAA International Academy – TESDA Accredited Training Center
- **PLAN TRAINING SESSIONS**
Trainers Methodology Level 1 (Trainer/Assessor)
PSAA International Academy – TESDA Accredited Training Center
- **SUPERVISE WORK-BASED LEARNING**
Trainers Methodology Level 1 (Trainer/Assessor)
PSAA International Academy – TESDA Accredited Training Center
- **UTILIZE E-MEDIA IN FACILITATING TRAINING**
Trainers Methodology Level 1 (Trainer/Assessor)

PSAA International Academy – TESDA Accredited Training Center

- **FACILITATE LEARNING SESSION**
Trainers Methodology Level 1 (Trainer/Assessor)
PSAA International Academy – TESDA Accredited Training Center

HOUSEKEEPING NATIONAL CERTIFICATE II

TESDA Certificate No. 18130602131925
COMPETENT valid until SEPTEMBER 28, 2023

FOOD AND BEVERAGE SERVICES NATIONAL CERTIFICATE II

TESDA Certificate No. 18130602125451
COMPETENT valid until SEPTEMBER 18, 2023

EVENTS MANAGEMENT SERVICES NATIONAL CERTIFICATE III

TESDA Certificate No. 17130603163803
COMPETENT valid until NOVEMBER 24, 2022

FRONT OFFICE SERVICES NATIONAL CERTIFICATE II

TESDA Certificate No. 14130802007735
COMPETENT valid until APRIL 11, 2019

F&B SERVICES – RESTAURANT & COFFEE SHOP NATIONAL CERTIFICATE III

TESDA Certificate No. 13130703015600
COMPETENT valid until JUNE 21, 2018

CERTIFICATE OF COMPLETION – ARTINA SUITES HOTEL
150 HOURS – HOUSEKEEPING DEPARTMENT

February 25, 2014 – March 14, 2014

CERTIFICATE OF COMPLETION – ARTINA SUITES HOTEL
150 HOURS – FRONT OFFICE DEPARTMENT

February 12, 2014 – February 24, 2014

CERTIFICATE OF COMPLETION – CAFÉ JUANITA AT THE FORT
300 HOURS – FOOD AND BEVERAGE DEPT – DINING, KITCHEN, & BAR

January 7, 2014

CERTIFICATE OF COMPLETION – EUROTEL LAS PINAS
300 HOURS – HOUSEKEEPING & FOOD AND BEVERAGE DEPARTMENT

December 3, 2011 – February 11, 2012

INTERNATIONAL AFFILIATION/CONFERMENT/AFFILIATION

SENIOR MEMBER ROYAL INSTITUTE OF ROYAL INSTITUTE OF HOSPITALITY
MANAGEMENT (SMRIHosM)

Certificate of Registration, Royal Institute of Singapore
October 2022 – December 30, 2023

**CERTIFIED PROFESSIONAL MARKETER-PHILIPPINES (CPM-PHILS)
PHILIPPINE MARKETING ASSOCIATION (PMA) and MARKETING INSTITUTE OF
THE PHILIPPINES (MIP)**

October 11, 2021

**ASIAN ACADEMY FOR EXCELLENCE FOUNDATION, INC.
ASSOCIATE FELLOW IN INTERNATIONAL MANAGEMENT (AFIM)**

Accreditation and Conferment of the Title

December 29, 2021

**CERTIFIED GUEST SERVICE PROFESSIONAL (CGSP)
AMERICAN HOTEL & LODGING EDUCATIONAL INSTITUTE (AHELI)**

90% Rating

November 20, 2020

**CERTIFIED HOSPITALITY PROFESSIONAL (CHP) & CERTIFIED TOURISM
PROFESSIONAL (CTP)**

**GLOBAL PROFESSIONAL ADVANCEMENT – INSTITUTE OF TOURISM AND
HOSPITALITY PROFESSIONALS (ITHP)**

November 9, 2020

THE AMERICAN HOSPITALITY ACADEMY

Professional Development Certificate – Managing Diversity in Multicultural Workplace

April 23, 2020

MICROSOFT EDUCATION CENTER

Certified 21st Century Learning Design Master

June 11, 2020 with the following certification:

Certificate Completion – Collaboration, Knowledge Construction, Skilled
Communication, Use of ICT, Self-regulation, Engaging 21st Century Learners

**NATIONAL RESTAURANT ASSOCIATION – AMERICAN HOTEL & LODGING
EDUCATIONAL INSTITUTE (AHLEI)**

Hospitality Manager: Leadership

April 18, 2020

RESEARCHER ACADEMY

Certificate of Completion on the following:

How to Prepare Manuscript – April 21, 2020

Structuring your Article Correctly – April 21, 2020

Plagiarism – April 21, 2020

LOCAL TRAINING & CERTIFICATION

SKILLSOFT PERCIPIO – TECTO (10 CERTIFICATES)

Certificate of Training Completion:

Basic of Marketing, Reaching Customers Digitally, Financial Statement Analysis for Non-financial Professionals, Product Management: Marketing Research Basics, Comprehending Financials, Key

Accounting Concepts and Principles, Preparing Financial Statements and Closing Accounts, Public Speaking

VIBAL GROUPS

Certificate of Training Completion (6 CERTIFICATES)

The Future of Instructional Design, Teaching Effectively Using Graphic Organizers, Technology-enabled Learning, Online Classroom Management, Gaining Communicative Conference, How to Create Courses, Microlearning

AWARDS AND ACHIEVEMENTS

Gold Award for CAHP Distinguished Reviewer and One Star Award under Influencer Star Award

Global Professional Advancement
Novotel Hotel, Manila
October 8, 2022

EXCEPTIONAL RESEARCHER AND PHENOMENAL EDUCATOR OF THE YEAR

Alliance of Hospitality and Tourism Movers of the Philippines (AHTOMP) Awards Night
Manila Grand Opera Hotel
October 8, 2022

BEST PAPER PRESENTER (1ST PLACE)

University Research Festival: College Research Coordinators Edition
Research Paper: Emergence of Digital Technology: Effectiveness of Eatigo Application at Pancake House Taguig as Increased Transaction Count
November 10, 2021

EXCELLENCE IN RESEARCH CATEGORY & EXCELLENCE IN LEADERSHIP GLOBAL OUTSTANDING LEADERS AND EDUCATORS AWARD 2021

Beyond Books Publication
September 26, 2021

CHAIRMAN'S OUTSTANDING ADVISERS AWARD

Junior Tourism and Hospitality Management Association of the Philippines (JTHMAP)
September 25, 2021

BEST RESEARCH PRESENTER

Tourism Educators and Movers (TEAM) of the Philippines 2nd International Research Conference
– July 10, 2021

GLOBAL OUTSTANDING TEACHER

LEAD Philippines Global
June 12, 2021

ASIA'S OUTSTANDING PROFESSOR AWARD OF THE YEAR

Asia's Research & Scientist & Professor & Teaching Academic Awards
ASIA AWARDS – Proudly Presented by RULA Awards
June 6, 2021

TOP PERFORMING FACULTY A.Y. 2020-2021

Jose Rizal University – College of Hospitality and Tourism Management
May 31, 2021

10 OUTSTANDING EDUCATORS ASIA AWARD

Asian+Council of Leaders, Administrators, Deans, Educators in Business (ACLADEB)
January 29, 2021

CHTM DEAN'S CHOICE AWARD – FACULTY OF THE YEAR 2020

Based on Instruction, Research, Extension, and Support/Institutional Services
December 12, 2020

TCU CONSISTENT OUTSTANDING FACULTY BASED ON STUDENT EVALUATION

2nd Semester A.Y. 2019-202, 1st Semester, 2019-202, 2nd Semester 2018-2019, 1st Semester 2018-2019, 1st Semester 2020-2021, 2nd Semester 2020-2021, 1st Semester 2021-2022, 2nd Semester 2021-2022

CUM LAUDE and MAYOR LANI CAYETANO LEADERSHIP AWARDEE

Taguig City University
April 30, 2014

ACADEMIC EXCELLENCE AWARDEE

Senate of the Philippines and House of Representative – Taguig City
March 30, 2013

SCHOOL ORGANIZATION PRESIDENT

HRM Society
November 2012 – January 2014

MEMBERSHIP/ASSOCIATION/BOARD MEMBERSHIP

ASSOCIATION OF EDUCATION RESEARCHERS AND TRAINERS (ASSERT)

Regular Member
October 14, 2022 – December 31, 2023

GUILD OF EDUCATORS IN TESOL INTERNATIONAL & GUILD INTERNATIONAL RESEARCH JOURNAL

Vice President for Research Publication and International Linkages
December 2022 – present

REGULAR MEMBER, SAMAHAN NG MGA MANUNULAT NA PILIPINO, INC.

Regular Member
October 29, 2022 – October 29, 2024

UNITED FEDERATION OF FIL-AM EDUCATORS (UNIFIED INC)

Regular Member
November 20, 2022 – November 20, 2023

EDITOR, PEER REVIEWER

Pool or Researchers Incorporated (PORI) and Journal of PORI

Regular Member
August 2022 – present

Asia-Pacific Consortium of Researchers and Educators, Inc. (APCORE)
MEMBER
September 18, 2022 – present

UNION OF FILIPINO TOURISM EDUCATORS (UFTE)
Regular Member
January 2022 – present

LEADERSHIP IN EDUCATION ACADEMY AND DEVELOPMENT (LEAD)
GOLD CARD – VIP MEMBER
No. 09056-21-231
Lifetime Member

EMBRACING THE CULTURE OF RESEARCH (ETCOR)
Research Consultant
City Coordinator – Taguig City
January 2020 – present

TOURISM EDUCATORS AND MOVERS OF THE PHILIPPINES (TEAM PH)
Vice President for Internal Affairs
January 20, 2021 - January 20, 2022

INTERNATIONAL ASSOCIATION OF MULTIDISCIPLINARY RESEARCH, INC.
Regular Member – January 21, 2021- January 22, 2022

ASIAN SOCIETY OF TEACHERS FOR RESEARCH, INC.
Regular Member – January 17, 2021- present

NETWORK OF PROFESSIONAL RESEARCHERS AND EDUCATORS (NPRE)
Regular Member – November 17, 2020 – present

Junior Tourism and Hospitality Management Association of the Philippines (JTHMAP)
Board of Adviser – External Affairs & Linkages, Information and Technology Head
January 1, 2020 – September 21, 2021

Junior Tourism and Hospitality Management Association of the Philippines (JTHMAP)
REGIONAL ADVISER – SOUTH MANILA
January 1, 2020 – September 21, 2020

Council of Hotel and Restaurant Educators of the Philippines (COHREP)
COUNCIL MEMBER
August 2018 – Present

Association of Administrators in Hospitality, Hotel and Restaurant Management
Educational Institution (AAHHRMEI)
ASSOCIATE MEMBER – August 2019 – present

Philippine Communication Society

REGULAR MEMBER – February 2020 – February 2021

Philippine Association of Researchers for Tourism and Hospitality, Inc. (PARTH)
MEMBER – September 18, 2019 – present

GUEST SPEAKERSHIP

PAMANTASAN NG LUNSGOD NG MAYNILA

Thesis Consultative Defense

November 21, 2022

REPUBLIC CENTRAL COLLEGES

Guest Speaker – What ROOM are you in: Room for Improvements

November 23, 2022

STI COLLEGE BATANGAS CAMPUS

Guest Speaker – Research in Action in the Tourism and Hospitality Industry

June 1, 2022

GLOBAL PROFESSIONAL ADVANCEMENT

Guest Speaker – Trends in Tourism and Hospitality During the New Normal

May 17, 2022

OUR LADY OF FATIMA UNIVERSITY LAGUNA CAMPUS

Guest Speaker – Defying Challenges of the New Normal

May 14, 2022

OUR LADY OF FATIMA UNIVERSITY VALENZUELA CAMPUS

Guest Speaker – GET GOING: Gathering Excellence Through Greater Online Intellectual Noteworthy Gift

May 12, 2022

TAGUIG CITY UNIVERSITY

Guest Speaker – Research and Extension Capability Training “Quantitative Research”

January 26, 2022

BATANES STATE COLLEGE

Guest Speaker – “Career Enhancement and Development for the Future Tourism and Hospitality Enthusiast”

March 5, 2022

NEGROS ORIENTAL STATE UNIVERSITY

Guest Speaker – “How to be Effectively Productive during this Global Crisis”

July 17, 2021

JUNIOR TOURISM AND HOSPITALITY MANAGEMENT ASSOCIATION OF THE PHILIPPINES (JTHMAP)

Guest Speaker – “Leadership Evolution – Leadership 4.0”

July 3, 2021

POLYTECHNIC UNIVERSITY OF THE PHILIPPINES MANILA
Guest Speaker – “Introduction of Food and Beverage Operations and Opportunities in Hospitality Industry”

July 3, 2021

UNIVERSITY OF NORTHERN PHILIPPINES

Guest Speaker – “Sales Forecasting and Managing Expenses and Cost in Food Service Industry”

June 24, 2021

WESLEYAN UNIVERSITY OF THE PHILIPPINES

Guest Speaker – “The Role of MICE Industry in Entrepreneurship and Sustainable Tourism: A Global Perspective”

April 22, 2021

ADAMSON UNIVERSITY

Guest Speaker – “Future Outlook in the Hospitality Industry”

March 15, 2021

ST. VINCENT DE FERRER COLLEGE OF CAMARIN INC.

Guest Speaker – “Brand Experiences in the New Normal: A New Perspective in the Lodging Industry”

December 1, 2020

BAGUMBAYAN NATIONAL HIGH SCHOOL - DepEd

Guest Speaker – Do’s and Don’ts in JOB INTERVIEW

February 12, 2020

LECTURE SERIES 2019 – TOURISM MANAGEMENT

Guest Speaker – Entitled: “Connections to your Future, a Career and Professional Development Talk towards students’ professional excellence.

October 15, 2019

SAPPHIRE INTERNATIONAL AVIATION ACADEMY

Guest Speaker – Entitled: “Tourism Marketing 101”

May 6, 2019

STI COLLEGE GLOBAL CITY CAREER FAIR 2019

Guest Speaker – Entitled: “Customer Service”

March 14, 2019

LECTURE SERIES 2018 – CLASSROOM PRESENTATION

Guest Speaker – Entitled: “Empowering your Brand”

College of Tourism Management

October 23, 2018

CONVENTION, RESEARCH CONFERENCE, EVENTS & SEMINAR

- ✚ **International Research Conference in Education, Science, and Technology** – Delegate – November 3-5, 2022
- ✚ **AAHRMEI 20th National Annual Convention and 2nd International Convention** – Delegate – December 10-11, 2020
- ✚ **ASIA-PACIFIC CONSORTIUM OF RESEARCHERS AND EDUCATORS 2020 International Virtual Conference** – Delegate – December 2-4, 2020
- ✚ **1st Asia-Pacific Virtual Events Conference** – Delegate – November 25, 2020
- ✚ **International Postgraduates Symposium in Tourism and Hospitality 2020** – Attendee of **Tourism Restart and Recovery: Responsibility Today, Sustainability Tomorrow** November 20 & 21, 2020.
- ✚ **6th eDekalogo – Futures Thinking and the Job of Tomorrow: Building Stronger and Smarter Philippines** – Delegate – August 7, 2020
- ✚ **5TH SUSTAINABLE INITIATIVES: CASE STUDIES IN MALAYSIA, PHILIPPINES, AND INDONESIA (SIMPI)** – Pre-Conference Program “**Preparing a Publishable Manuscript: A Systematic Approach**” – October 28, 2020
- ✚ **5TH SUSTAINABLE INITIATIVES: CASE STUDIES IN MALAYSIA, PHILIPPINES, AND INDONESIA (SIMPI)** – Developing a Culture of Inclusivity and Respect for Spectrum of Identities and Differing Orientations” – October 29, 2020
- ✚ **5TH SUSTAINABLE INITIATIVES: CASE STUDIES IN MALAYSIA, PHILIPPINES, AND INDONESIA (SIMPI)** – Transforming Challenges into Business Opportunities that serve Profit, Society, and Environment – October 30, 2020
- ✚ **5TH SUSTAINABLE INITIATIVES: CASE STUDIES IN MALAYSIA, PHILIPPINES, AND INDONESIA (SIMPI) Conference** – October 30, 2020
- ✚ Stakeholders Meeting 2019 of the College of Hospitality and Tourism Management – October 30, 2019
- ✚ **Lyceum of the Philippines University Research Training and Workshop** – REBIRTH topic: “Applying the Right Qualitative Research Tool for Effective Research Output” – August 13, 2020
- ✚ **Lyceum of the Philippines University Research Training and Workshop** – REBIRTH topic: “Applying the Right Qualitative Research Tool for Effective Research Output” – August 13, 2020
- ✚ **Lyceum of the Philippines University Research Training and Workshop** – REBIRTH topic: “Applying the Right Quantitative Research Tool for Effective Research Output” – August 12, 2020
- ✚ **Lyceum of the Philippines University Research Training and Workshop** – REBIRTH topic: “Basic Teaching Skills Towards Research Methodology” – August 11, 2020
- ✚ **Lyceum of the Philippines University Research Training and Workshop** – REBIRTH topic: “Expanding Learning Space Into Research Opportunities” – August 10, 2020
- ✚ **Research Academy – Plagiarism Workshop** – April 21, 2020
- ✚ **Research Academy – How to Prepare Your Manuscript** – April 21, 2020
- ✚ **Research Academy – Plagiarism Workshop** – April 21, 2020
- ✚ **TCU OVPREP & NEMPRED University Research and Publication Training/Workshop** – September 4, 2019
- ✚ 27th COHREP Convention with the theme “**Embracing the 4th Industrial Revolution in Hospitality Education**” held at Marco Polo Davao City – January 31-February 1, 2019
- ✚ 3rd COHREP Research Forum at Marco Polo Davao City – January 30, 2019
- ✚ Philippine Women’s College Davao City Benchmarking Workshop and Seminar – January 30, 2019
- ✚ 18th Annual National Tourism Educators’ Convention – Union of Filipino Tourism Educators – November 29-30, 2018

- ✦ Community Extension and Student Development Program – **“Accident Prevention and Crisis Management Seminar”** – November 22, 2018
- ✦ Community Extension Services – Environmental Conservation Seminar entitled **“Solid Waste Management”** – October 26, 2018
- ✦ 2018 Philippine Restaurant, Café, and Bar Expo and 3018 Philippine Coffee Championship – March 2-4, 2018
- ✦ **CSR Immersion and Seminar Program** – Sansar Ecofarm at Nasugbu, Batangas City – September 3, 2017
- ✦ DPWH Seminar – Corporate Social Responsibility Lecture Series conducted by Sec. Mark A. Villar – August 23, 2018
- ✦ Social Responsibility and Good Governance Seminar with Guest Speaker Ms. Sandra Cam – July 2017
- ✦ Brokerage Seminar and Orientation – KERRY Logistics – May 12, 2016
- ✦ Asian Institute of Tourism at UP Diliman Seminar entitled **“Disaster and Crisis Management in Tourism”** - October 11, 2013
- ✦ 1st TCU Tourism Convention – **“Wonder of Water: Pride of Tourism”** – October 7, 2013
- ✦ **“Empowering the Future Practitioners”** seminar conducted by Alboverde Travel and Tours Co. at Bacara Auditorium, Ilocos Norte Philippines – October 28, 2012
- ✦ The Grand Culinary Challenge III Special Edition – Caterer’s Cut 2012 Seminar entitled **“Wine Basics”** – September 27, 2012
- ✦ The Grand Culinary Challenge III Special Edition – Caterer’s Cut 2012 Seminar entitled **“The Barista Profession: Coffee is an Art in the World of Mixology”** – September 27, 2012
- ✦ **“Basic Mixology and Flairtending Seminar”** - September 20, 2012
- ✦ **“Leadership Training Topic Work, Values, and Ethics in Campus”** – September 10, 2012
- ✦ **“Personality Enhancement Towards Success Topic Six Cycle of Success”** – August 6, 2012
- ✦ WOFEX 2012 – August 1-4, 2012
- ✦ MAFBEX Seminar entitled **“Water and Food Safety”** – June 14, 2012
- ✦ MAFBEX Seminar entitled **“Controlling your Food Cost and Inventory”** - June 14, 2012
- ✦ **Product Exhibit** – February 12, 2012
- ✦ Taal Vista Hotel – Hotel Familiarization Tour and Seminar – April 1, 2011
- ✦ Gardenia Plan Tour – April 1, 2011
- ✦ Gourmet Farm Tour – April 1, 2011

AS EVENT ORGANIZER, EVENT HEAD, AND SOCIETY PRESIDENT

- ✦ **TCU Institutional Research and Extension Conference** – November 14-16, 2022
- ✦ **TCU Institutional Faculty Development Program**
- ✦ **TCU Commencement Exercises Chairman on Physical Arrangement**
- ✦ **TCU Academic Council Meeting Chairman on Physical Arrangement**
- ✦ **CHTM Stakeholders Meeting 2022**
- ✦ **CHTM Students’ Research Colloquium 2021**
- ✦ **CHTM Pre-Oral and Final Defense Presentation Chairman**
- ✦ **JRU-HTM Research Webinar Series – 3 EVENTS**
- ✦ **CHTM WEBINAR SERIES – 4 Webinar Events**
- ✦ **TAGUIG HOSPITALITY AND TOURISM CONVENTION AND EXHIBITION** – Faculty Overall Chair December 5-6, 2019
- ✦ **TCU ALUMNI NIGHT** – Faculty Overall Chair November 16, 2019
- ✦ **WORLD TOURISM CELEBRATION 2019** – Faculty Co-Chair September 25, 2019

- ✚ **ENTREPRENEURSHIP WEEK**
- ✚ **ARTS MONTH CELEBRATION**
- ✚ **CHTM COLLEGE DAYS 2019**
- ✚ **ARTS AND CULTURE – CHTM FACULTY HEAD** – Cheerdance Competition, Hip Hop Competition, and Mr. and Ms. TCU Pageant – November 2018
- ✚ **ACCIDENT PREVENTION AND RISK MANAGEMENT SEMINAR** – Faculty Head – November 22, 2018
- ✚ **FESTIVAL OF THE WORLD COMPETITION** – Faculty Head, World Tourism Celebration at TCU – October 2018
- ✚ **PRODUCT LAUNCHING OF THE COOKIES FACTORY IMPORTED PRODUCTS IN THE PHILIPPINES**
- ✚ **SOI MARKETING WOFEX PARTICIPATION 2016**

LIST OF WEBINARS ATTENDED

- ✚ **Department of Tourism (DOT)**
 - Maximize: Utilize ECQ for Tourism Enterprises – April 21, 2020
- ✚ **Commission on Higher Education**
 - Creating Rubrics for Assessing Students Performance – July 17, 2020
- ✚ **Philippine Association of Researchers in Tourism and Hospitality (PARTH) Research Webinar Series:**
 - The Best of Research in Unfortunate Events: Topics for Research – May 5, 2020
 - The Best of Research in Unfortunate Events: Qualitative Research Methods – May 7
 - The Best of Research in Unfortunate Events: Quantitative Research Methods – May 12
- ✚ **Lyceum of the Philippines University Manila**
 - SMART Tourism – Restaurant Service Procedures, Room Amenities – May 6, 2020
 - Preparing for the New Normal in Hospitality and Tourism – May 4, 2020
 - Moving from Face to Face to Flexible Learning, An Introduction – May 29, 2020
- ✚ **Far Eastern University**
 - Crisis Management: New Challenges and Opportunities During and After the COVID-19 – April 27, 2020
- ✚ **Philippine e-Learning Society**
 - WEBINAR Series: What makes for good online teaching? – May 8, 2020
- ✚ **Council of Hotel and Restaurant Educators of the Philippines (COHREP)**
 - Coping with Teaching and Learning Challenges during Pandemic Times – April 21
 - TOP 10 Online Facilitator Skills For Effective Course Delivery – July 30, 2020

SKILLS AND COMPETENCIES:

- Knowledge about Curriculum Development and Training Manuals and Programs
- Can able to produce modules and knowledgeable about module development
- Computer Literacy: Microsoft Word, Excel and PowerPoint
- Good Communication Skills
- Good educational Background in Hotel and Restaurant Operation
- Positive attitude and reinforcement
- Goal-oriented and have the ability to work as a team
- Leadership Skills
- Can operate SAP Logon System
- Journalism Skills as part of the News Writer of The Echo Newspaper
- Literate in Corporate Branding, Marketing Plan and Program, Brand Launching in the Philippines
- Sales and Marketing Negotiation in Retail Sales Key Accounts and Food Service

- Product Pricing Strategy for Imported Products
- Researches – Thesis, Feasibility, Strategic Management Papers

PERSONAL INFORMATION:

Age: 28 yrs. Old
Birthdate: November 18, 1994
Civil Status: Single

CHARACTER REFERENCES:

Available Upon Request

I hereby certify that above statement and information is true and correct according to my knowledge and skills.

Signature