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| Joshua V. Lopez 4694 E. Santos St. Pinagbuhatan, Pasig City  +63 9099912466  joshuavillalopez@gmail.com EXPERIENCE (September 2017 – Present) FINANCIAL ADVISORSUN LIFE OF CANADA (PHILIPPINES) INC.  * Help clients make well-informed choices for building and protecting their savings. * Build long-term relationships grounded in a clients’ financial success. * Help develop a comprehensive plan to take clients through all of life’s stages. * Advise options and monitor progress to help clients make adjustments as their life changes.   (December 2018 – April 2019) SALES AND MARKETING MANAGERLEOGANO FOODS CORP./W-SIEGER INC.  * Accomplishes marketing and sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees. * Meets marketing and sales financial objectives by forecasting requirements. * Provides information by collecting, analyzing, and summarizing data and trends. * Protects organization's value by keeping information confidential. * Accomplishes marketing and organization mission by completing related results as needed.  SKILLS  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | TEAM LEADERSHIP |  |  |  |  |  | | PROCESS IMPROVEMENT |  |  |  |  |  | | STAFF DEVELOPMENT |  |  |  |  |  | | PROBLEM SOLVING |  |  |  |  |  | | CUSTOMER SERVICE |  |  |  |  |  | | COMMUNICATION |  |  |  |  |  | | TEAM PLAYER |  |  |  |  |  | | RESULTS ORIENTED |  |  |  |  |  | | PROJECT MANAGEMENT |  |  |  |  |  | | BUSINESS SYSTEMS |  |  |  |  |  | | (March 2018 – August 2018) TEAM LEADER – VENDOR MANAGEMENTAURECON Responsible for the operation of the Shared Services Vendor Management function.   * Liaise with and support the Vendor Management team in Africa * Determine team priorities and allocate responsibilities within the Vendor Management Team. * Ensure that individual and team Key Performance Indicators (KPIs) and Service Level Agreements (SLAs) are achieved * Serve as the single point of contact for the Vendor Management function to ensure a seamless end-to-end delivery of services for stakeholders.   (February 2017 – January 2018) TEAM LEADER – VENDOR MANAGEMENTINGRAM MICRO PHILIPPINES Catalogue Maintenance Team – responsible in the creation of Stock Keeping Unit (SKU) used by buyers and vendors for customers to purchase products. Also does discontinuation of product codes and database changes for each SKU.  Quality Data Analyst Team – Ensures all SKUs are well setup and parameters are covered in compliance to international standards.  (October 2014 – February 2017) TEAM LEADER – PRODUCT CONFIGURATION SOLUTIONSEMERSON ELECTRIC (ASIA) LTD. ROHQ Leads Europe, Middle East and Africa configurator daily support operations and monitor global configurator daily support performance metrics.  Provides superior customer service to both internal and external customers through first line leadership and operational excellence. Provides daily support direction and coaching to ensure daily objectives are performed within agreed Service Level Agreements and in accordance with all related procedures, guidelines and applicable policies.  (July 2013 – September 2014) ANALYST 1, BUSINESS SYSTEMSEMERSON ELECTRIC (ASIA) LTD. ROHQ Leads Legacy and new ATO model projects according to pre-defined specifications and needs with advanced knowledge in global Configurators.  (April 2011 – June 2013) ASSOCIATE ANALYST, BUSINESS SYSTEMSEMERSON ELECTRIC (ASIA) LTD. ROHQ Manages Global Product Database for Emerson Process Management – Rosemount Division. Provides high quality/timely Daily product configuration support for multiple Models in multiple databases. AWARDS Fiscal Year 2012 – Hero of the Year  Multiple Think Customer Stars TRAININGS  1. Coaching Fundamentals 2. Selection Interviewing Skills 3. Disciplinary Management Program 4. Leading at Emerson 5. Business Process Excellence Training 6. Improving Personal Productivity 7. 7 Habits of Highly Effective People 8. RISE Program 9. Collaborating for Success 10. Project Management Training  EDUCATION (2005 – 2010) BACHELOR OF SCIENCE IN CHEMICAL ENGINEERING TECHNOLOGICAL INSTITUTE OF THE PHILIPPINES |