

# MARK CHRISTOPHER M. GONZALES

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A Business Development Manager with more than 10 years of experience in business development process. Involved in product testing, management and development new business opportunities. Currently the strategic partner of VIAVI Test and Measurement, NetGain and LiveAction solution in the Philippines.

Possesses Bachelor's degree in Electronic and Communication Engineering from Dela Salle University-Lipa, is a NetGain Certified Associate for v11 Enterprise Manager, LiveAction Certified Professional Certification, VIAVI Velocity Authorized partner, fully trained VIAVI Fiber Optics and Transport Engineer.

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## AREAS OF EXPERTISE

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### Personal Skills

- Team Player
- Negotiation
- Interpersonal Communication Skills
- Research and Strategy
- Decision Making
- Project Management
- Business Continuity

### Telecommunications

- Ethernet , E1 and Metro Transmission Technology and Testing (Layer 1 to 4 Network Instrumentation)
- Fiber Optics Transmission Technology and Testing (Optical Transmission Technology, Optical Spectrum analyzer, DWDM, CWDM, OTDR, Fiber Splicing, Fiber Characterization, PON Standards)
- Copper Technology and Testing (xDSL, G.FAST)
- Facilities Monitoring and Analytics Tools (Franklin Electric, NetGain, PRTG , LiveAction)

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## WORK EXPERIENCE

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### Testronix, Inc., PHILIPPINES

2010 to date

#### Business Development Manager; 2014- to date

- Develop and manage \$ 200,000 project and achieved the project scheduled goal.
- Established and drives the growth of VIAVI business in Philippines.
- Implemented new marketing and sales plan for 2019 and 2020 and define the strategy for the next 2 to 3 years.
- Reviewed customer's network pain point and suggested ways on resolving network issue with a clear business cases.
- Providing program and incentive to partner for them to earn more in selling your network solution

#### Sales and Technical Engineer; 2010 to 2014

- Responsible for Presenting Solutions/Products that would enhance the operations and productivity of customers at the same time building long term relationships with new and existing clients with consciousness for time management particularly on meeting arrangements and target schedules.
- Created workflow for both sales and technical team for them communicate well and maximize sales execution.
- Promoting proactive best practices that would greatly reduce potential risk on telecommunication networks before it occurs.

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## **EDUCATION**

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### **BS Electronics and Communications Engineering**

De La Salle University – Lipa Campus, Lipa City Batangas, Philippines

06/2014 – 03/2019

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## **CERTIFICATE**

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- VIAVI Velocity Partner
- NetGain Certified Professional (July 2018)
- NetGain Certified Associate (September 2020)
- Live Action Certified Professional Certifications

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## **CONFERENCE and COURSES**

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- John Maxwell Leadership Workshop  
John Maxwell DISC Workshop  
April to May 2020
- John Maxwell Leadership Course  
John Maxwell Laws of Growth and Leadership Mentoring  
June to August 2017

**References available on request**