

JOJIT ADDUN BALOD

80B Mc Arthur Highway, Fronting Ateneo Grade School,
Matina, Davao City, Philippines
Email: jojitalod@yahoo.com
Mobile: 0917 674 1365/ 0922 893 9266

PROFESSIONAL EXPERIENCE

Farm Business Advisor

June 2015 – present

Self-employed

Davao City, Philippines

Key Responsibilities:

- Consultant/businesss advisor of a local start-up distribution company based in Davao City, Philippines to sell and promote generic-based agrochemicals and fertilizers
- Promotes urban gardening thru hydroponics - supplies hydroponic items, customized set-up, conducts seminar/workshops
- Market linkage of farm produce of farmer cooperatives
- Farming activities

Regional Manager – South East Asia

March 15, 2015 – June 15, 2015

GRAINPRO PHILIPPINES INC

Subic Freeport, Zambales

Key Responsibilities

- Develop and execute sales objectives to achieve required sales target
- Interact closely with key decision makers of customer and monitor their requirements
- Lead sales and product presentations, contract development and negotiations
- Keep headquarters in Philippines updated with relevant information including forecasts and market updates
- Ensures a coordinated approach between Philippines and US and region assigned while being responsible for the regional marketing activity
- Reports to VP-International Sales

Countries Visited: Indonesia, Vietnam, Cambodia

Area Sales Manager – General Trade Business

May 2014 – March 2015

TEXICON AGRIVENTURES CORPORATION ORTIGAS CITY, PHILIPPINES

Key Responsibilities

- Develop and execute sales and marketing strategies for the Visayas & Mindanao territories
- Manage distributors and key accounts
- Coach/mentor 3 associates (2 sales rep and 1 field promo technician)
- Prepare weekly itineraries, sales forecast and monthly business reviews

Key Achievements

- Promoted as Area Sales Manager for VisMin
- Achieved EOY Sales of Php 58M (+16% sales growth vs LY)
- Encouraged management to adopt field promo activities to market house brands to distributors & resellers
- Opened new distributors and increased market coverage

Technical Sales and Marketing Representative – Mindanao

October 2011 – April 2014

TEXICON AGRIVENTURES CORPORATION ORTIGAS CITY, PHILIPPINES

Key Responsibilities

- Promote tolling/manufacturing services of agrochemicals to key distributors in Mindanao area
- Sell and promote house/private label to distributors and key accounts
- Formulate and execute annual sales and distribution plan
- Supervise/coach distributor reps in achieving individual targets

Key Achievements

- Achieved incremental sales growth (FY2011 : Phph19M/FY2012 : Php 42M/FY2013 : Php 50M)
- Expanded market coverage from South Mindanao to North Mindanao

Senior Sales Engineer

October 2007 – June 2009

3M PHILIPPINES, INC.

MAKATI CITY, PHILIPPINES

Key Responsibilities

- Facilitate sales of 3M products to key accounts & distributors in Mindanao covering the Agriculture-based Institutions, Corrugated box plants, Fishing, Shipyard, Commercial & Industrial Distributors. Some of which are Dole-Stanfilco, Dole Philippines, Del MOnTe Fresh Philippines, Sumitomo Fruits, etc..
- Formulation & execution of annual operations plan
- Submission of monthly coverage plan, itinerary, sales forecast, area report, etc.
- Distribution & Key Accounts Management

Key Achievements

- Introduced mechanized palletizing system (product developed in 3M Australia) to a major banana exporter, increasing their efficiency & reduced cost of up to 30%

EDUCATION

- Bachelor's Degree**
- BS in Agricultural Engineering
 - Major in Farm Power and machinery

Exposure in various farm machineries such as farm tractors, basic hand, shop and equipment and servicing tools

Nov 2000

- University of the Philippines Los Banos

Los Banos, Laguna,
Philippines

GOVERNMENT EXAMINATION PASSED

September 2001

- Licensure Exam for Registered Professional Agricultural Engineer

Professional Regulation
Commission – Manila,
Philippines

PERSONAL DATA

- Date of birth: 29 February 1976
- Place of Birth: Tuguegarao City, Cagayan Valley
- Height: 5'8" (173 cm); Weight: 130 lbs (58 kg)
- Marital Status: Married
- Nationality: Filipino
- Health: Excellent
- Work and Mobility: Can work anywhere in or outside the Philippines

