

ENGR. KEMLEE CHRISTIAN M. BATAAN

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CAREER OBJECTIVE

To dedicatedly foster and display the knowledge, skills and attitude I had acquired in my education that will contribute in promoting solidarity which will ultimately result to efficiency and effectiveness of an organization.

PERSONAL INFORMATION:

➤ Date of Birth	: March 28, 1995
➤ Place of Birth	: Apayao
➤ Age	: 24
➤ Sex	: Male
➤ Civil Status	: Single
➤ Citizenship	: Filipino
➤ Language Spoken	: Ilocano, Tagalog, English

STRENGTH, CHARACTER AND ACHIEVEMENT:

- Self-motivation, Initiative with a high level of Energy
- Patient and Tolerant and flexible to different situation
- Decision Making, Critical thinking and organizing
- Flexible to different situation
- Computer Literate
- Eligible, honest and Hardworking
- Driven to learn and apply new ideas
- Can perform research in the field of agriculture
- Can interact productively with people from diverse background
- Experienced in Sales and Marketing

EDUCATIONAL BACKGROUND AND TRAINING:

EDUCATION:

- *Tertiary Education* I Cagayan State University Carig Campus, Tuguegarao City

Course: *Bachelor of Science in Agricultural Engineer*
Graduated June 2016

- *Secondary Education* I Cagayan National High School, Tuguegarao City

TRAININGS:

- *Training On Validation And Geotagging Of Small Scale Irrigation Projects-* Crown Legacy, Baguio City
- *Training On Preparation Of Detailed Engineering Design-* Prince Plaza Hotel, Baguio City

SALES AND MARKETING TRAINING

- *Competitive Selling Techniques-* BusinessCoach Inc., Pasig City
- *Proactive Sales and Marketing* – Businessmaker Academy, Pasig City

CERTIFICATION:

- Professional Agricultural Biosystem Engineering Board Passer- August 2016

WORK EXPERIENCE

1. Position: *Commercial Technical Representative – CAR Region and Nueva Viscaya*
Company: *Jocanima Corporation*
Period: *July 2018 to February 2022*
Industry: Key innovator and provider of quality agrochemicals to top multinationals and big distributors nationwide
Objective: Expand market share of company products in his given General Trade territory through the rendering of professional customer service and ethical business practices.

Responsibilities:

Territory Planning and Management

- Planning daily sales activities and customer visits geared toward achieving sales and collection targets
- Planning and managing business portfolio/territory according to an agreed and sales marketing strategy

- Monitoring market and competitor activities and providing relevant reports and information used for planning and strategizing; and
- Coordinate with LGU, GO and NGO for market information (land use) information and possible market segmentation.

Account Management

- Establishing and maintaining good rapport and relationship with all accounts in the territory; and
- Maintaining and developing existing and new customer by rendering consistent and professional customer services aimed at optimizing business growth and customer satisfaction.

People Management

- Supervising and monitoring the activities of the Crop Production Specialist (CPSs) regularly; and
- Performing yearly appraisal of CPSs and other direct reports.

2. Period : September 2017 – December 30, 2017

Company: ***DOST- Metal Industry Research and Development Office***

Industry: ***Government, Research and Development***

Position: ***Science Research Specialist I***

Responsibilities

-Assist the project team in the pilot testing of the Hand tractor Attached harvester and transplanter and Gear Making Facility to various region, prepare terminal reports, data gathering and perform other function.

Reason for resignation: End of contract

3. Period: April m2017-August 2017

Company: ***SSI Chemical Application Inc.***

Position: ***Business Development Officer***

Responsibilities

- Prepare and deliver technical presentation explaining products or services to customers, collaborate with sales tea, provide sales support, prepare proposals requested by the client, supervision of ongoing projects and establishes new accounts by identifying potential customer and perform other related functions.

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4. Period : October 2016 - March 2017

Company: ***Department Of Agriculture –CAR Region***

Industry: Government, Environment

Position: ***Engineer I-A***

Responsibilities

-Responsible for coordination to different government units, conduct Geo-mapping and interview to different municipalities, prepare letter of endorsement, data gathering, prepare proposal and performs other related functions.

REFERENCES:

George Lee

Manager –Distributor Benguet
Pontiac Farm Supply
Rajah Soliman, Baguio City
CP #: (09064032168)

Aristotle Opena

Former -Regional Sales Manager
Jocanima Corporation
09177013469

Sendrick Loy

Owner- Distributor Benguet
La Trinidad Sunrise Trading
Km.6 La Trinidad, Benguet
CP #:09175068598