



Niadel N. Panganiban

Sr. Sales Engineer

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Seeking a position is Sales and Marketing/Business Development.

EXPERIENCE

KYOCERA ASIA PACIFIC PTE. LTD.

Sep. 2015 to present

Sr. Sales Engineer

- Prepare and deliver technical presentations explaining products to customers and prospective customers
- Prepare quotations, sales report
- Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
- Helping customers who have problems with products and recommending improved or upgraded materials
- Setting and achieving sales goals and quotas.

STA. ELENA CONSTRUCTION DEV. CORP.

Dec-2014 to Sep-2015

San Gabriel Combined-Cycle Power Plant
Field Engineer

- Inspecting and installing equipment and new technologies
- Directing crews or workers on site
- Reporting on the project status directly to Project Manager

DAELIM PHILIPPINES INC.

Oct-2012 to Apr-2014

JG Summit Petrochemical Corporation
Pre-Commissioning Supervisor

- Oversees the installation of systems, plant and/or equipment at a client's site
- Testing of facilities, equipment and plants to make sure they function correctly and produce the expected results
- Troubleshooting liaising with installation/project engineer
- To attend co-ordination meetings with the Subcontractors and

CFC FLEXIBLE PACKAGING DIVISION

Nov-2010 to Sep-2012

Quality Assurance

- Testing the sealing strength of laminated packaging finished goods
- Checking the color compliance of finished goods
- Performing chromatography test
- Investigating problems and diagnosing and troubleshooting
- Evaluation of new materials

EDUCATION

BATANGAS STATE UNIVERSITY

BS Chemical Engineering – 2005-2010

SKILLS

- Microsoft Office
- Financial Forecasting
- Sales team Supervision
- Relationship management
- Effectively meet deadlines
- Excellent Communication skills
- Proactive and intuitive