

Ricky Carandang Banawa



Contact Information

- 📍 Brgy. Bigain South, San Jose, Batangas, Philippines
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- ✉ ricky_banawa@yahoo.com

Core Competencies

- Trend identification
- Strategic planning
- Message creation
- Effective communication in written and graphic form
- Ability to listen to the customer and understand that person's wants and needs
- Organized, methodical approach to the sales process
- Electronic System Installation
- Schematic Diagram Drawing
- Systems Integration
- Systems Testing and Configuration
- Troubleshooting / Problem Solving
- Work Standards – Quality Focused
- Multitasking

Career Objective

To work in a dynamic and well established company where I can contribute my knowledge and broaden my horizon as well as to be a better and productive individual.

Work Experience

Sales Account Executive

November 5, 2018 – Present

Sequoia Hotel

Quezon City, Metro Manila, Philippines

- Promote the maximum amount of sales for “Sequoia Hotel” within the market and assigned geographic territory; soliciting group business from the assigned accounts and newly developed accounts in market.
- Contribute completely toward a staff team effort in the Sales and Marketing Department; obtain lead goals and room nights goals, and participate to the fullest extent in all office project and goals.

Overall Responsibility:

- Make sales calls to tour operators, travel agents, airline and corporate accounts in designated territories at a minimum of 45 call per week
- Produce sales within the guidelines set forth by the DOSM
- Be alert to develop new market potential
- Maintain index file system of assigned accounts
- Develop new accounts through continued qualifications and classifications of accounts.
- Concentrate efforts on selling group business.
- Prepare and submit a Pre-call Plan and Sales Activity Report on sales activities per week.
- Follow-up on all leads.
- Makes sales trip out-of-town as may be assigned by the Sales and Marketing Manager.
- Establish personal rapport with the designated clients through constant sales visits, entertainment and telephone calls.
- Participate in the development of promotions and special packages.
- Participate in the preparation of fiscal budget and marketing plan.
- Conduct showrooms on banquet facilities and services.
- Prepare Banquet Event Order and Board Information.
- Coordinate closely with the Banquet Event Manager and Banquet Chef to ensure that the setup service and meal requirements of clients are in order and according to contract.

Process Technical Specialist / Senior
September 2017 – September 15, 2018
ISO Technology SdnBhd
Penang, Malaysia

Overall Responsibility: Lead a team of technicians to maintain the process to its optimum effectiveness and carry out actions and continuous improvement in productivity, yield and Quality Management System.

- Generate Process Flow, Control Plan, Work Instructions, PFMEA and follow up the implementation
- Develop and utilize statistical methods to drive product yield, cycle time and quality improvement.
- To drive internal cost improvement project.
- Liaise with customer on Quality engineering matters and do the closure of AR in line with effective Correction and Preventive Actions
- Disposition of Low Yield Trigger (LYT) and complete the findings and root cause with CA and PA.
- To drive internal cost improvement project.
- Knowledge with DA attached (ASM 838 machine)

Senior Process and Equipment Technician
September 2015 – September 2017
ISO Technology SdnBhd
Penang, Malaysia

PREVENTIVE MAINTENANCE AND MACHINE SET-UP/TROUBLESHOOTING:

- Do preventive maintenance based on PM Master Schedule and updating in PM system.
- Ensuring that all machine downtime were properly recorded/logged and update Managers / Supervisor weekly.
- Carries out specific and practical ideas to reduce downtime and meet output constantly.
- Setting-up and writing new program on Asymtek Dispensing Machine for new device.
- Tester machine set-up and conversion based on production request.

PROCESS AND QUALITY CONTROL

- Perform all Engineering buyoffs/evaluation and reports data directly to costumers
- Process monitoring during production
- Helping operator on phosphor buy off and analyze phosphor recipe based on die type
- Stop production in case of LYT on testing and tracked the possible input that may cause it.
- Escalate experiments that improve the line production output and quality.
- Buy off machine before start of production especially on housing attached and lens attached.

Banquet and Sales Coordinator

December 2012 – August 2015

Sequoia Hotel

Quezon City, Metro Manila, Philippines

- Is responsible for the over-all control and reservations system of the hotel's banquet services and facilities.
- Is responsible for seeing to it that all concerned departments are informed of their responsibilities regarding a banquet function.
- Is responsible for promoting the maximum amount of banquet sales for the hotel.

Process and Equipment Technician

September 2010 – August 2012

ISO TechnolgySdnBhd

Penang, Malaysia

- To ensure specific machine performance monitoring is carried out.
- Ensures production downtimes are properly recorded and attended.
- Assist and co-ordinate new project transfer where needed.
- Ensuring equipment PM and calibration procedure are maintained and implementation.
- To initiate activities to reduce downtime at bare minimum.
- Follow all Environmental Management System and procedures in carrying out daily activities
- Undertake other duties and responsibilities that may be assigned by the Company from time to time.
- To train subordinate on equipment set up, conversion and troubleshooting.
- To sustain & maintain production line equipment and also to support engineers on equipment enhancement programs
- To support on implementation of Process Flow, Control Plan, PFMEA and follow up the implementation.
- Develop and utilize statistical methods to drive product yield, cycle time and quality improvement.
- To identify the needs for EVA or Qual lots based on establishing Qual process controlling process capability and product characteristics.

Operations Technician

December 2007 – August 2010

SunPower Philippines Manufacturing Limited

Laguna, Philippines

Overall Responsibility: Operates appropriate equipment in performing the functions and processes required to meet customer requirements within standard operating procedures. Utilize departmental standards and procedures. Assist in setting up work station and follows written and verbal process specifications in completing all assignments.

- Ensures good quality output based on defined parameters and control on-time delivery of products.

- Recognizes equipment and product problems, notifies supervisor, and performs minor troubleshooting in order to deliver products on time, at competitive cost with zero defects.
- Take lead role in improvement programs like SPC and 5S.
- Reports to manufacturing supervisor and escalate any problems or abnormalities, whether it is machine, process or material
- Assist engineers (process, maintenance, IE) during evaluations.
- Inspects, monitors & verifies modules/laminate/material, programs specs to come up with quality products & ensure reliability of testing which will meet requirements of Manufacturing
- Assist SPC engineers regarding quality improvement
- In charge In-process monitoring measurement of sample coupon and verifying output products.
- Interacts, exchanges ideas & cooperates with other operators in process to ensure smooth flow of production.

Training Attended

POKA – YOKE

ISO TECHNOLOGY SDN.BHD.
Penang, Malaysia
May 11, 2011

BASIC TROUBLESHOOTING OF ELECTRONICS CIRCUITS

PSDC Academy
Penang, Malaysia
September 21, 2011 – October 5, 2011

ON THE JOB TRAINING

National Broadcasting Network (NBN4)
Quezon City, Metro Manila, Philippines
March 15, 2006 - April 11, 2006

Education

Vocational :MFI Technological Institute

AutoCAD
Laguna, Philippines
July 21, 2008 – August 15, 2008

Tertiary : University of Batangas

Bachelor of Science in Electronics Engineering
Batangas City, Batangas, Philippines
2002 – 2007

Personal Details

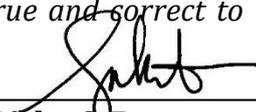
Birth Date : December 31, 1983
Birthplace : Bigain South, San Jose, Batangas, Philippines
Civil Status : Single
Religion : Roman Catholic
Height : 5'6"
Citizenship : Filipino
Passport No. : P4971267B

REASON FOR LEAVING: Find for better career prospects, professional growth and work opportunities and I'm looking for new challenges at work.

NOTICE OR AVAILABILITY PERIOD: Need some days to tidy things up in my present place work.

CHARACTER REFERENCE IS AVAILABLE UPON REQUEST:

I HEREBY CERTIFY that the above information is true and correct to the best of my knowledge and belief.



Ricky C. Banawa