

Von Ryan R. Pascua

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PROFESSIONAL SUMMARY

As a highly trainable and flexible professional with diverse experience in the financial, insurance, and medical sectors, I bring a wealth of relevant skills to any role I undertake. Throughout my career, I have demonstrated a strong work ethic and a commitment to delivering exceptional customer service, and I am confident that these qualities will serve me well in my pursuit of a career in general farm labor in Canada. While I may lack direct experience in this field, I have taken proactive steps to prepare myself for this new challenge by completing a Fruit Grower and Introduction to Organic agriculture online certification course through TESDA. I am eager to learn and adapt quickly to new tasks and work collaboratively with others to achieve shared goals. Overall, I believe that my combination of skills, experience, and commitment to excellence make me a valuable addition to any team.

SKILLS

Demonstrates a strong aptitude for learning and developing new skills.

Proficiency in operating various types of vehicles, including cars, vans, trucks, and other four- and six-wheeled vehicles.

Fundamental ability to identify and solve problems with vehicles

Ability to effectively manage one's time

Exceptional abilities in written, verbal, visual, and multimedia communication

Efficient typing abilities

Strong ability to pay close attention to details

Proficiency in using Microsoft Office tools

Artistic and graphic design software proficiencies

WORK HISTORY

Digital Engagement Officer, UNIONBANK OF THE PHILIPPINES, Ortigas Center, Pasig City, Philippines
August 2018 – January 2023.

- Collaborator in the establishment of Bonds.PH project.
- Leader in the overall handling of Bonds App (Retail Treasury Bonds) in Digital Engagement Team (DET) unit.
- Manager of Bonds Admin System (created by PDAX) (DET UNIT).
- Responsible in giving satisfactory service and interaction to bank clients through different digital platforms specifically through emails.
- Channel complex customer complaints and challenges to the right quarters for effective resolution.
- Handles CASA (Current Account and Savings Account), Home Loans, Salary Loans, Credit Card and Unionbank Digital Application related issues
- Have sufficient knowledge about the banking products and services and respond to all inquiries accordingly.

Bancassurance Sales Executive, BPI-PHILAM LIFE ASSURANCE CORPORATION, Makati City Philippines
September 2015 – April 2017.

- Conducts Financial and Wealth Management, advice bank clients on how to diversify their funds through promoting and selling Investment portfolios.
- Establish, maintain and develop relationship with bank partner BPI (Bank of the Philippine Islands) thru the Bank Manager and bank employees.
- Provides efficient and effective customer service to policy holders and bank managers and branch staff.

- Conducts Market Analysis activities which include activities such as branch profiling, updates on new and existing products.

Corporate Renewal Officer, RAROCO Insurance Brokers Inc., Makati City Philippines

February 2015 – July 2015

- Manages Renewal of HMO Insurance of Companies.
- Attends meeting with corporate account officers or human resource department of client for discussion of HMO Renewals.
- Update corporate renewal reports and monitoring
- Reports directly to the Vice-President of Marketing.

Bancassurance Sales Executive, BPI PHILAM LIFE ASSURANCE CORPORATION, Makati City Philippines

December 2011 – July 2013.

- Conducts Financial and Wealth Management, advice bank clients on how to diversify their funds through promoting and selling Investment portfolios.
- Establish, maintain and develop relationship with bank partner BPI (Bank of the Philippine Islands) thru the Bank Manager and bank employees.
- Provides efficient and effective customer service to policy holders and bank managers and branch staff.
- Conducts Market Analysis activities which include activities such as branch profiling, updates on new and existing products.

Medical Representative, INVIDA PHILIPPINES INC. Makati City Philippines

April 2010 – October 2011.

- Developing a Master list of doctors in the given territory. (Ob-gynecologist, Internal Medicine, General Surgeons, Urologist, Neurologists, Psychologists, Endocrinologist)
- Daily coverage of doctors based on the created Route Plan.
- Promoting Medical Brand Products (Raloxifine Evista, Duloxetine Cymbalta, Tadalafil Cialis, Fluoxetine Prozac and Humulin 70/30)
- Making presentations and detailing to Medical Professionals like Doctors, Pharmacists, nurses, and to all necessary personnel related to the sector.
- Build and maintain positive connections and working relationship with medical personnel and also with the supporting administration.

EDUCATION

Saint Louis University, Baguio City, Philippines

Bachelor of Science in Commerce, Major in Marketing, March 2023

ACCOMPLISHMENTS

- Chairman's Award (Bonds.PH Project) UnionBank of the Philippines 2021.
- Top Bancassurance Sales Executive 2016. Buendia Area Makati City.
- Best Employee of the Month RA ROCO Insurance Brokers
- Top Medical Representative for National Sales for product (Raloxifine - Evista). 2010.
- Top Medical Representative for National Sales for product (Duloxetine-Cymbalta) YTD January - July 2011.

CERTIFICATIONS

Fruit Grower Course - Technical Education and Skills Development Authority (TESDA) Philippines. May 14, 2023.

Introduction to Organic Agriculture- Technical Education and Skills Development Authority (TESDA) Philippines. May 26, 2023.

