



Herbert Paul Nuqui Guanzon

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Employment History

1. Don Honorio Ventura State University (February 2023 – Present)

Position Title : College Instructor (Part-time)

Work Description:

Currently assigned to teach in the College of Business Studies (CBS), handling the subjects on Statistical Analysis, Data Analytics, Market Research and Consumer Behavior for this 2nd semester of the current academic year, during Sundays from 7am to 4pm.

2. Bureau of Internal Revenue (November 2020 – Present)

Position Title : Administrative Assistant III

Work Description:

Currently assigned in the Data Capture section of the Document Processing Division of BIR – RR4 (Revenue Region 4). Functions are checking, sorting, grooming, classifying, scanning and refiling the different tax return forms from various Revenue District Offices.

3. Surechoice Pharma Philippines, Inc. (February 2020 – July 2020)

Position Title : District Sales Manager

Work Description:

Train the Medical Representatives to work efficiently, to ensure smooth and continuous operations. Conduct periodic performance evaluation of Medical Representatives. Supervise the daily itineraries in target hospitals, clinics and drugstores in assigned area. Monitor sales performance of each Medical Representative on a weekly/monthly basis, and conduct business review meetings.

4. Acabar Marketing International, Inc. (March 2018 – Feb 2020)

Position Title : Field Sales Supervisor for Samsung Mobile

5. Kalbe Philippines (September 2016 – Feb 2018)

Position Title : Territory Manager

6. Pharmline Medforce, Inc. (September 2015 – July 2016)

Position Title : Professional Health Specialist Representative

7. One Pharma Company, Inc. (June 2014 – July 2015)

Position Title : Territory Manager

7. Manulife Philippines (Feb 2012 – June 2015)

Position Title : Insurance Advisor

8. Ginebra San Miguel, Inc. (Feb 2007 - Feb 2012)

Position Title : Sales Management Trainee/Logistics Technical Assistant

9. SciGen Pte. Ltd (Oct 2005 - June 2006)

Position Title : Medical Representative

10. Ginebra San Miguel, Inc. (Sept 2004 - Aug 2005)

Position Title : Trade Promo & Merchandising Assistant

Educational Background

2021 – Present	Don Honorio Ventura State University, Bacolor, Pampanga Master in Business Administration (MBA)
1997 - 2004	University of the Philippines at Los Baños, Los Baños, Laguna B.S. Applied Mathematics (Major in Operations Research)
1993 - 1997	Philippine Science High School, Diliman, Quezon City
1987 - 1993	San Fernando Elementary School, San Fernando, Pampanga