Stephen Michael Mirando

Licensed Chemical Engineer

Stephen is a chemical engineer with more than 3 years experience in account management for water utility industry. He has backgrounds on quality analyses of formulated milk products in FMCG industry and studied pulp, paper, and nanocellulose technologies. He seeks a healthy and challenging environment that fosters growth and expands his knowledge and skill sets.

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Quezon City, National Capital Region

September 29, 1995

linkedin.com/in/smdrmirando

WORK EXPERIENCE

Key Accounts Manager
Manila Water Company, Inc.

07/2023 - Present *Pasig City, Metro Manila*

- Develops and maintains relationships with key decision-makers at large water utility accounts in Pasig City and municipalities of Cainta, Taytay, Angono, and Binangonan in Rizal Province;
- Identifies and pursues customized solutions and new opportunites to expand the customer's business with the company.

Senior Territory Manager
Manila Water Company, Inc.

04/2021 - 07/2023 *Pasig City, Metro Manila*

- Monitors the performance of billed volume, revenue, and collection were on track versus targets;
- Addresses customer concerns with regard to applications and water supply for better customer experience;
- Maintains and develops good relationship with the key stakeholders within a specific geographic territory.

Cadet
Manila Water Company, Inc.

10/2020 - 04/2021 *Quezon City, Metro Manila*

- Underwent six-month program that provides extensive training and immersion in the different departments of the company with main focus on business operations and territory management;
- Graduated as Top 1 of the Cadetship Training Program Batch 27.

Laboratory Assistant
Reckitt Philippines

07/2019 - 01/2020 *Makati City, Metro Manila*

- Performs quality control testing of Vitamins B1, B2, and D3 for infant formula and child nutrition milk products, its raw materials, R&D, and stability samples;
- Experienced in handling High Performance Liquid Chromatography (HPLC) and Ultra Performance Liquid Chromatography (UPLC).

EDUCATION

Bachelor of Science in Chemical Engineering, Major in Pulp and Paper Technology
University of the Philippines Los Baños

06/2012 - 06/2018 *Los Baños, Laguna*

- Undergraduate Thesis on Characterization of Kawayan Tinik (*Bambusa blumeana* Schult.f.) Handsheets Reinforced with Cellulose Nanofibrils Obtained via Friction Grinder Supermass Colloider

SKILLS

Account Management | Territory Management | Team Collaboration | Customer Service | Demand Forecasting | Business Development | Stakeholder Management | Project Management | Communication | Microsoft 365

SCHOLARSHIPS AND AWARDS

DOST-SEI R.A. 7687

Iskolar ng Bataan

Honor Roll
First Semester of AY 2013-2014

ORGANIZATIONAL EXPERIENCES

Chairperson of Buklod-UPLB (06/2016 - 05/2017)
- Served as the highest ranking official of the organization, presiding officer of all regular assemblies, spokesperson, and representative in official ceremonies and critical external affairs.

Society Representative of Philippine Institute of Chemical Engineers - Junior Chapter Luzon (06/2015 - 05/2016)
- Served as part of the Board of Representatives and represented UP Alliance of Chemical Engineering Students (a UPLB-based student academic organization) to the national organization.

Vice President for External Affairs of UP Peninsulares (06/2014 - 05/2015)
- Coordinated media appearances, represented the organization in social events and external transactions, and establishing connections with other campus-based organizations.

CERTIFICATIONS

Registered Chemical Engineer (12/2018 - Present)
Professional Regulation Commission

Registered Chemical Technician (10/2019 - Present)
Professional Regulation Commission

REFERENCES

Available on request