



# CHRISTINE JOY MORALDE DONOSO

with a total of 8 years job experience

- Willing to relocate
- +639361703325/+639517972085
- christinedonos@gmail.com

## ABOUT ME

A highly motivated, ambitious and goal-oriented individual who is looking forward to playing a key role in a reputable company. A result-driven, committed, creative and articulate professional with a strong track record in sales, marketing, office work, graphic designing and social media business management. A Multi-skilled with the ability to plan and manage area scope to exceed targets annually.

Possessing a good team spirit, deadline-oriented, and having the ability to succeed in a demanding work environment.

Now looking forward to making a significant contribution to an ambitious and exciting company that offers an opportunity for progression.

## CHARACTER REFERENCES

**ROLANDO LANUGON**  
 Philippine National Bank Bancassurance  
 Allianz Philippine National Bank Life Insurance Inc.,  
 Bancassurance Channel  
 Former Area Sales Manager, Mindanao 4 Area,  
 Philippines  
 T: +639176777347  
 E: [r.lanugon@gmail.com](mailto:r.lanugon@gmail.com) /  
[rolando.lanugon@allianzpnblife.ph](mailto:rolando.lanugon@allianzpnblife.ph)

**BRYAN BACLAYON**  
 AXA Philippines, Agency Channel  
 Branch Manager, AXA Tan Dynasty Cebu City,  
 Philippines  
 T: +639173063990  
 E: [bbaclayon@axa.net.ph](mailto:bbaclayon@axa.net.ph)

## LINKS

Facebook  
<http://facebook.com/cjmdonos>

Instagram  
<http://instagram.com/cjmdonos>

## DRIVING LICENSE

Driving license category  
Non-professional with 1 and 2 restriction code

## CIVIL STATUS

Single

## EDUCATION

Father Saturnino Urios University, Butuan City, Phils.  
Bachelor of Science in Accounting Technology  
Major in Accounting  
Year 2011-2015

## WORK HISTORY

**Allianz Philippine National Bank Life Insurance Inc.**  
**Allianz SE, Königinstrasse 28, 80802 Munich Germany Headquarters**  
**April 2021-**

Million Dollar Round Table 2022, Qualifier

**Bancassurance Channel**  
**Philippine National Bank Branches**  
Mindanao Area

**Area Sales Manager**

Recruit Financial Advisors, conduct trainings and seminars, develop and ensures that team meets and exceeds monthly sales and manpower targets. Offers alternative investments, life, and health policies to all existing Mindanao 4 PNB clients and cross-sell Bank products.

**Agency Channel**  
Mindanao Area

**Agency Leader**

Recruit life Insurance sales agents, conduct trainings and seminars, develop and ensures that team meets and exceeds monthly sales targets.

**AXA Philippines Life Insurance Inc.**  
**AXA SA, 25 Avenue Matignon, Paris, Ile-de-France, 75008 Headquarters**  
**August 2017-March 2021**

**Agency Channel**  
Mindanao Area

**Unit Manager**

Recruit life Insurance sales agents, conduct trainings and seminars, develop and ensures that team meets and exceeds monthly sales targets.

**Bancassurance Channel**  
Metropolitan Bank and Trust Company  
Surigao City Main Branch

**Financial Sales Specialist**

Offers alternative investments, life, health, and General Insurance policies to all existing Metrobank Permanent Regular clients and cross-sell Bank contract products to prospects clients.

**Security Bank Corporation**  
**6776 Ayala Avenue, Makati City Head Office**  
**July 2015-July 2017**

**Security Bank Corporation**  
Butuan City Branch

**Sales Associate, Junior Assistant Manager**

Ensure the achievement of business deliverable thru the tactical rollout of sales strategies and activities. Addresses the banking requirements of those in the targeted market segment through the competent matching of client needs with our Innovative products and services.

## AFFILIATIONS

**SEKRET BAR FOOD HOUSE**  
Business Owner/Social Media Marketing  
October 2022-Present

**Freelance Lay-out & Graphic Artist**  
June 2018-Present

**Freelance Professional Singer**  
Any Occasions and Competitions (Solo or Group)  
January 2004-Present

**Junior Philippine Institute of Accountants**  
Member  
June 2011-2015

**STANDARD INSURANCE**  
Part-time General Insurance Advisor  
August 2021-Present

**CFC Singles for Christ**  
Music Ministry  
2020-Present

September 12, 2023

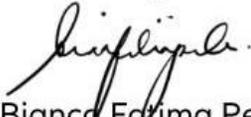
### CERTIFICATION

This is to certify that Mr./Ms. Christine Joy Moralde Donoso is presently contracted with Allianz PNB Life Insurance, Inc. as a Sales Manager. He/She was contracted on October 13, 2021. Below is his/her total gross income for the years:

<b>Year</b>	<b>Gross Income</b>
2022	Php 821,839.00
2023 (as of Sept. 07, 2023)	Php 648,007.13

This certification is being issued upon the request of Mr./Ms. Donoso for whatever legal purpose it may serve.

Certified by:



Bianca Fatima Peralta  
Distribution Compensation Manager  
Allianz PNB Life Insurance Inc.  
9F Allied Bank Center, 6754 Ayala Ave.  
corner Legaspi Street, Makati City  
(02) 8818 - 5433

February 17, 2023

Dear Mr. / Ms. **DONOSO, CHRISTINE JOY MORALDE**

A warm **Allianz** greeting from *Distribution Management and Bancassurance Channel!*

This is to inform you that you have been promoted to **SENIOR FINANCIAL ADVISOR** effective January 1, 2023. This is a result of your outstanding performance in 2022 and qualifying to the 2023 MDRT membership.

Your hard work and dedication have earned you this position and we expect you to continue with the same enthusiasm and inclination towards work especially in making a difference in the lives of our customers as a 'Life Changer' and providing them our products and services to Secure their Future.

Congratulations for a well-deserved promotion!

Cheers!

Sincerely,



**CAROL BERNAS**  
National Sales Head - PNB Bancassurance



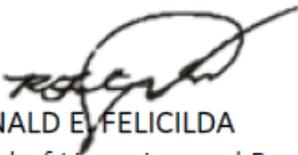
**DOMINIQUE SOLIVEN**  
Distribution Management Head

## CERTIFICATION

This is to certify that Ms. DONOSO, CHRISTINE JOY MORALDE has been cleared of any accountability with Allianz PNB Life Insurance, Inc. He/She was contracted with the company as a Agency Leader from April 16, 2021 to June 08, 2021.

However, please note that this clearance is for known financial obligations as of the date signed below and will not cover any financial liability and/or property that may subsequently be discovered by our company after the date signed below.

Signed on the 18<sup>th</sup> day of August 2021 at Makati City.



RONALD E. FELICILDA  
Head of Licensing and Branch Support  
President, Insurance Licensing Officers Organization of the Philippines (ILOOP)  
Allianz PNB Life Insurance Inc.  
9F Allied Bank Center 6754  
Cor. Legaspi Street Makati City  
(02) 8818 - 5433



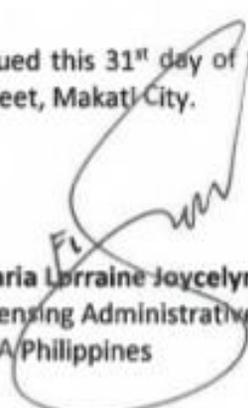
## C E R T I F I C A T I O N

This certifies that **DONOSO, CHRISTINE JOY MORALDE** of **DAGANI COMPOUND, BRGY TOLOSA, CABADBARAN, AGUSAN DEL NORTE**, is an **Insurance Agent** of **AXA Philippines** from **2019/02/20** up to **2021/03/25**.

DATE ISSUED	LAST NAME	FIRST NAME	MI	LICENSE NUMBER	COMPANY	TYPE
12 Jul 2018	DONOSO	CHRISTINE JOY	M	1712706-7080205-000000	AXA Phils	Life
12 Jul 2018	DONOSO	CHRISTINE JOY	M	1712706-7080205-000021	AXA Phils	Variable

This further certifies that to our best information and belief, above-named has no property and/or monetary accountability with AXA Philippines as of the date of this Certification without prejudice, however, to any other obligations, monetary or otherwise, which may be determined after the date of this Certification.

Issued this 31<sup>st</sup> day of March 2021 at AXA Philippines, 6813 Ayala Ave., corner H.V. dela Costa Street, Makati City.

  
**Maria Lorraine Joycelyn Ramos**  
Licensing Administrative Manager— Distribution Services  
AXA Philippines

Cc: Insurance Commission

Internal



## CERTIFICATION

This is to certify that **CHRISTINE JOY DONOSO** has been employed with Philippine AXA Life Insurance Corporation as **Financial Solutions Specialist** under the **Retail Distribution SALES** division from **August 8, 2017** up to **September 17, 2018**.

This further certifies that to our best information and belief, the above-mentioned employee has no financial and material obligations with the Company as of the date of this certification.

Issued this 4<sup>th</sup> day of May 2020 at AXA Philippines., 34<sup>th</sup> Floor, GT Tower International, 6813 Ayala Avenue cor. H.V Dela Costa St., Makati City.

Sincerely yours,

A handwritten signature in black ink, reading 'Leah Vanessa Pasamba', is positioned above the printed name.

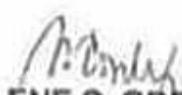
**LEAH VANESSA PASAMBA**  
HR Senior Manager  
Rewards Operations

## CERTIFICATE OF CLEARANCE

This is to certify that **MS. CHRISTINE JOY M. DONOSO** was employed by **SECURITY BANK CORPORATION** from July 13, 2015 to July 30, 2017. She was a Sales Associate with a rank of Junior Assistant Manager at our Butuan Branch at the time of her resignation.

As of the date of her resignation, said Ms. Donoso is cleared of all property/money accountabilities with the Bank. With the issuance of this clearance, the Bank reserves its right to seek reimbursement and/or restitution of any loss, damage or any accountability that may be discovered and/or ascertained thereafter of which he/she may have incurred by reason or on occasion of his/her employment thereof, including the right to institute any legal action/s to protect the interest of the Bank.

Done in City of Makati, Philippines, this 22<sup>nd</sup> day of January, 2018.



**ARLENE C. ORDIZ**  
Assistant Vice President  
Head, HR Compensation, Benefits Department

FATHER SATURNINO URIOS UNIVERSITY



To all to whom these presents shall come

GREETINGS

Be it known that

**Christine Joy M. Donoso**

having satisfactorily completed the prescribed Course of Instruction, in accordance with the recommendation of the Faculty, the approval of the Board of Trustees and by virtue of the authority granted by the Government of the Philippines has this day been conferred the Degree of

**Bachelor of Science in Accounting Technology**

with all the Rights and Privileges thereunto appertaining.

The testimony whereof are hereunto affixed the Corporate Seal of the University and the signatures of the President,

the Vice President for Academic Affairs, and the Dean.

Given at Buluan City, Philippines this 27th day of March in the year of our Lord Two Thousand and Fifteen.

S.O. (50) (R-XIII) No. 343205-0009 s. 2015

REV. FR. RANDY JASPER C. ODOHIGUE, S.T.D.  
VICE PRESIDENT FOR ACADEMIC AFFAIRS

REV. FR. JOHN CHRISTIAN U. YOUNG  
UNIVERSITY PRESIDENT

EVANGELINE P. JAMILI, CPA, D.M.  
DEAN