

Harley G. Carbonell

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<https://portfolio-hc-lilac.vercel.app/>

PROFILE SUMMARY

Experienced professional with three years full-time in designing, developing, and delivering impactful training programs. Eight years of financial services experience, specializing in consultative sales of life insurance and investment planning. My recent background includes working as a technical consultant for data backup and recovery at an IT outsourcing firm. I am currently developing skills in web development, SEO, and GenAI to generate significant business results.

WORK EXPERIENCE

DXC Technology *Remote Service Delivery Consultant (Jan. - Aug. 2023)*

Ensure proper delivery of services including daily routine backup activity, troubleshoot and resolve issues related to backup and recovery systems.

AXA Philippines (Agency Distribution) *(8 Years and 2 months)*

● Financial Advisor (Sep 2018 - Jul 2023)

I relocated to Iligan City, Northern Mindanao permanently. I returned as a Financial Advisor, maintaining the same role but now as a full-time, self-employed professional.

● Unit Manager (Jul 2015 - Aug 2018)

Promoted as a Unit Manager. I am responsible for leading and developing a team of Financial Advisors to achieve their individual sales and productivity targets.

● Financial Advisor (Jun 2014 - Jun. 2015)

I am taking the role of a part-time Financial Advisor while maintaining a full-time job as a Training Specialist. Helping a total of 260+ clients establish their future financial needs. Creating impact to the lives of filipino people about financial awareness.

● Freelance Financial Advisor (Nov 2011 - Feb. 2012)

Passed the Traditional and Investment-Linked License exam but haven't practiced/monetized the profession yet.

SPS Training and Consultancy *Training Specialist (2012 - 2015)*

Conducted a tailor-fitted training and development program to a multi-national clients. Delivered full cycle of training-needs-analysis.

EDUCATION

University of Southern Mindanao

BS. Agriculture Major in Plant Breeding & Genetics

2009

SKILLS

- Sales Presentation
- Web Development
- Customer Service
- Training Delivery