

commit to deliver and agree to be rated on the attainment of the following targets in accordance with the indicated measures for the period I, MA. ISABELT. MARTINEZ, of the BUSINESS DEVELOPMENT DEPARTMENT, Sales Division,

July - December 2019

MA.ISABEL T. MARTINEZ

Ratee

Date:

Reviewed by	Date	Approved by	Date
Track.		Millounder	
EVA MARIE M. VICEDO 🌿		MA. EVELYNE A. FRANCISCO	

STBATEGIC OBJECTIVES/				RATING	NG		
FUNCTIONS	SUCCESS INDICATOR	Actual Accomplishments	0,1	E2	57	A4	Remarks
STRATEGIC OBJECTIVE Output 1 SO4: Achieved Financial Viability and Sustainability of TIEZA Assets	Contributed the amount of P2.70 to P3.60M in the overall revenue of TIEZA Operating Properties by December 13, 2019 through group / FIT bookings	Actual contribution amounted to P 1.990M		1.000	3.000	2.000	
CORE SUPPORT FUNCTION	Marketing Plan of Banaue Hotel and Youth Hostel acted upon by the DiviM on 2nd submission and signed within 5-6 WD	Acted upon 2nd submission signed within 1 day	4.000		5.000	4.500	

Documents/Communications related to Sponsorship/ Financial Assistance reviewed and intialed by the DivM after 2nd submission and signed within 1 day upon receipt of request/complete documents. 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000	STRATEGIC ORIECTIVES/				RATING	ING		
ations related to Sponsorship/ lewed and intialed by the signed within 1 day ion and signed within 5-6 WD /complete documents.	FUNCTIONS	SUCCESS INDICATOR	Actual Accomplishments	15	E2	T3	A4	Remarks
8.000 1.000 13.000	SUPPORT FUNCTION	Documents/Communications related to Sponsorship/Financial Assistance reviewed and intialed by the DivM after 2nd submission and signed within 5-6 WD upon receipt of request/complete documents.	Acted upon 2nd submission signed within 1 day	4.000		5.000	4.500	
mments and Recommendations for Development Purposes	FINAL AVERAGE RATING			8.000	1.000	13.000	3.667	
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Discussed with	Date	Assessed by	Date	Final Ranking by	Date
		I certify that I discussed my assessment of the performance with the employee.			
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MA. KABELT. MARTINEZ	MARTINEZ	EVAWARIE M. VICEDO	00	MA. EVELYNE A. FRANCISCO	900

Legend: 1 - Quality 2 - Efficiency 3 - Timeliness 4 - Average

BUSINESS DEVELOPMENT DEPARTMENT RATING MATRIX SALES DIVISION JULY - DECEMBER 2019

MA. ISABEL T. MARTINEZ

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Description of	Description of	Description of	SUCCESS	STRATEGIC OBJECTIVE
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