



Leonel Badian Naingue

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*Present Address:*  
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## Basic Information

<b>Age</b>	<b>Birth Date</b>	<b>Gender</b>	<b>Civil Status</b>
34	Nov 28, 1988	Male	Married
<b>Height (cm)</b>	<b>Weight (kg)</b>	<b>Nationality</b>	<b>Religion</b>
172.72	85	Filipino	Christianity - Catholic

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## Work Experience

*I have been working for 13.95 years*

Jul 2022 - PRESENT  
(10 Months, 1 Week)

### **Bancassurance Area Manager**

East West AGEAS  
Insurance  
Cebu City

- Work as a Division Manager in Visayas Area
- Conducts upskilling trainings and coaching to financial advisers
- In partnership with East West Division Head in managing 13 stores under him
- Part of the role is to create strategies and initiatives unique to the Division that will motivate and encourage bankers to participate in the campaign.

Mar 2018 - Jun 2022  
(4 Years, 3 Months)

## **Bancassurance Area Manager**

BPI-AIA

Insurance

Cebu City

- - Work as a Bancassurance Area Manager Visayas Area.
- Conducts training and coaching to my direct reports.
- Host monthly meeting with partnered bank's Area Director, Branch Managers, and Relationship Managers.
- Facilitate webinars or client engagement activities such as life talks, health clinic talks and etc.

Jul 2009 - Mar 2018  
(8 Years, 8 Months)

## **Account Supervisor**

SupportSave Solutions  
Call Center / IT-Enabled Services / BPO  
Cebu City

### Online Monitoring Account (**Net Enforcer**)

- Work as a price monitoring representative on certain brands online using different search engines
- Gathering appropriate URL's to guide clients on specific websites offering different prices
- Sending updated price report and URLs for different items under the category of Electronics, Sporting Goods, Pharmaceutical and Automotive.
- Work as a Quality Control on gathered results for finalization

### Sporting Goods (**Bravo Sports**)

- To provide additional assistance for technical issues
- To answer customers queries and information clarifications
- To assist in placing orders over the phone
- To track and check an order/shipment
- To provide return labels for returned shipments
- To cater warranty claims and refunds

### Photographic Agency (**Black Star Photographic Agency**)

- Work as a Marketing Communications Specialist
- A representative of an agency that represents a worldwide network of photographers
- Doing initial contact with Corporate Officers (e.g. Creative Directors, Art Directors and Graphic Designers)
- To provide awareness to a particular photographic services which is cost-effective with great impact in any platform chosen.
- Being part in the initial stage of the negotiation process and closing deals with existing and upcoming clients.

### Diagnostic Provider Agency (**Novasom**)

- Work as a Senior Account Supervisor
- Provides proper training, consultations and facilitate huddles/meetings.
- Monitor progress in terms of quality and quantity that each member created
- Act as a quality/audit officer to ensure minimal to no error results
- First person of contact if any topic/issues related to the account arise
- Answers escalated supervisory calls for support

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## Educational Attainment

Jun 2005 - Mar 2009

**Cebu Institute of Technology University**

Bachelor's / College Degree

BS in Nursing