

Kevin Bryan A. Tan

77-A Valencia St. New Manila, Q.C. | +63-917-855-1394 | kbt1994@yahoo.com

Has a strong background in Sales and the Food Service Industry having handled top food service clients in the Philippines. Graduated with a degree in Food Technology from the University of Santo Tomas. Currently holds a position in the food service department of Monde Nissin Corporation.



EDUCATION

University of Santo Tomas, Bachelor of Science in Food Technology, 2017
Xavier School, 2012

WORK EXPERIENCE

Monde Nissin Corporation, Mandaluyong City

Key Accounts Specialist – Foodservice, August 2017 to Present

- Mainly responsible for growing the Food Service Business through Account Opening, Development and Management, Expansion of New Business Developments.
- **Stint 1, QSR and FSR Specialist** (August 2017 to August 2018)
 - Main Responsibilities include: Coming up with account specific sales driving programs, quarterly business reviews, A/R management, menu concept ideations and distributor performance monitoring.
 - Performed a cost-benefit analysis which pushed the department to endorse directly serviced accounts to food service distributors. This improved delivery success rate by at least 50%.
 - Identified target accounts within the distributor's multi-line network for the distributor's agents to work on. This contributed to the 20% YTD growth of the distributor.
 - Led culinary ideation sessions involving Quorn – a recently acquired Meat-Free Product from the UK. This grew current customer count by at least 200%.
- **Stint 2, FMCG and QSR Specialist** (August 2018 to Present)
 - Main Responsibilities include: Growing MNC's biscuits category, expansion of retail products in the airline industry, develop current business with CVs and ice cream manufacturers.
 - Led the endorsement of 2 of the top food service clients in the Philippines to Monde Nissin Thailand which pipelined an additional revenue of approximately 90 million annually.
 - Spearheaded the biscuits product development process of Monde Foodservice along with R&D and Marketing which currently contributes to at least 20% of the department's monthly revenue.
 - Worked with production supervisors to streamline a process which includes dedicated production lines, schedules and allocations for food service requirements (Biscuits).

Indofine International, Pasig City

Research and Development Specialist Intern, June to August 2016

- Proposed a cost reduction recipe for one of the company's top selling SKU. Price was reduced by at least 5%.
- Co-developed a new popcorn flavor for one of the country's top cinema snack providers (LTO).
- Refined the company's roster of savory and fruit flavor suppliers.

Asia Brewery Incorporated, Laguna City

Quality Assurance Analyst Intern, June to August 2015

- Handled daily reports on the physicochemical properties of beverages such as Sunkist, Tanduay Ice, Cobra and Nestea.
- Managed the safety and specs of Interbev's production facility pipelines, carbon dioxide regulators, caustic concentration and water chlorine content for a total of 25 working days.

- Handled the quality assurance of PET and RGB bottles which included sampling and production test runs.

Co-Curricular Activities

AIESEC University of Santo Tomas

Director for International Relations and Vice President for Incoming Exchange, Sep 2015 to Nov 2016

- Led the partnership for AIESEC UST and local NGO's such as Yes Pinoy!, NVAP, Kris Library and Kythe Foundation.
- Delegate for AIESEC in the Philippines for the 2016 Global Youth Summit (Manila, Philippines).
- Handled the interviews, documentation and accommodation of incoming global volunteers in the PH.

The Education Journal, University of Santo Tomas

Features Department Writer, June 2013 to June 2015

- Managed the features department section of the official publication of the College of Education.

SKILLS AND INTEREST

Fluent in Filipino and English. Has basic skills in spoken Chinese (Mandarin). Extremely passionate about cooking, food product development and food entrepreneurship. Enjoys playing basketball and working out.