JASON BRYAN PATACSIL

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SUMMARY

A versatile and accomplished professional with a proven track record in a fast-paced working environment, I have seamlessly navigated from Electrical Engineer Design Lead to a results-driven Business Development Manager and now embark on an exciting new chapter in the ever-evolving world of the tech industry.

SKILLS

- Sales coordination
- Sales strategy development
- Data Center Facility Design
- Linux line command
- Customer relations
- Electrical design
- Python
- Packet sniffers
- CRM software
- SQL
- CAD Software
- SIEM tools

EXPERIENCE

ENTERPRISE PARTNER SALES MANAGER   *Manila, Philippines*
Huawei Technologies Phils. Inc   *July 2022 – May 2023*
- Revitalized marketing efforts employing streamlined processes and rebranding initiatives resulting to hitting annual targets of 2M USD +
- Developed solid relationships with industry partners, furthering business development objectives through multiple channels.
- Supported high-profile projects with proposal development and contract negotiation focused on government industry.

ENERGY SERVICE ENGINEER   *Manila, Philippines*
Huawei Technologies Phils. Inc   *September 2020 – June 2022*
- Lead a team of 4 people to manage, revise, and explain to stakeholders all technical design for 2 major regions in the Philippines.
- Streamlined the bill of quantities of all 130+ projects by ensuring that all items are communicated and checked.
- Trained 3 people for end-to-end responsibilities for the project from technical survey to client billing documents.

EDUCATION

UNIVERSITY OF SANTO TOMAS   *Manila, Philippines*
Bachelor of Science (B.S.) Electrical Engineering
President of the official Electrical Engineering student organization of the university.
Graduated top 5% of electrical engineering graduates.

CERTIFICATIONS

GOOGLE CYBERSECURITY   *Professional Certificate (2023)*
Competent in beginner-level Python, Linux, SQL, Security Information and Event Management (SIEM) tools, and Intrusion Detection Systems (IDS).

HUAWEI CERTIFIED SPECIALIST PROFESSIONAL   *Presales - Storage (2023)*
Certification for sales professionals who are capable of selling Huawei storage products with mastery of basic function and are capable of independent storage business development.

HUAWEI CERTIFIED ICT EXPERT   *Data Center Facility Design (2022)*
Highest career certification for experts who are capable of independently planning and designing in the field of data center facility.