

# JOHN PAUL N. DARBIN

Block 1 Lot 1, 1st Street, 1st Subdivision,  
Barangay 1st, Muntinlupa City 1772  
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## SUMMARY OF QUALIFICATIONS

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Equipped himself with the necessary tools in order to jumpstart his profession as a web developer:

- HTML 5
- Cascading Style Sheets (CSS 3)
- Bootstrap
- JavaScript
- MongoDB
- Express.js
- React.js
- Node.js

## SEMINARS & TRAININGS ATTENDED

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### Web Development and Programming

Zuitt Learning Institute Incorporated  
July 4, 2022 to August 22, 2022

### IEE Sales Summit

Development Academy of the Philippines  
December 8 and 9, 2017

## PROFESSIONAL LICENSES

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### Registered Mechanical Engineer

October 2014

## WORK EXPERIENCE

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### Senior Sales Engineer (September 2019 to June 2022)

Daikin Airconditioning Philippines Inc.

- Manage existing clients through visits and product presentation.
- Participate in the pre-bid, clarificatory, technical and post bid meetings.
- Prepare quotations, negotiate and secure the sales. Implement all projects secured, which includes preparation of product costing, coordination between the factory and client, and attend meetings at the jobsite whenever necessary.
- Monitor project status, submit necessary drawings and documents needed by the project and address project issues that may arise.
- Assist accounting department on billing and collections.
- Ensure the good and positive image of the company and himself at all times.

**Sales Engineer** (February 2015 to August 2019)

International Elevator & Equipment, Inc. (Mitsubishi Electric Philippines)

- Establishes productive, professional relationships with key personnel in assigned customer accounts.
- Solicit sales inquiries from sources other than the company's regular customers to identify their needs and offer solutions.
- Prepare cost estimate, quotation, and bid proposals.
- Attend sales calls and regular meetings, negotiation meeting and technical coordination meetings.
- Prepare and conduct product presentation to clients such as end-users, developers, consultants, architects, contractors, and educational institutions.

**EDUCATIONAL ATTAINMENT**

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**Bachelor of Science in Mechanical Engineering**

University of the East

Academic Year: 2009 to 2014

**PERSONAL INFORMATION**

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Date of Birth : October 22  
Civil Status : Married  
Nationality : Filipino

I hereby certify that the above information is true and correct with the best of my knowledge and beliefs.

**JOHN PAUL N. DARBIN**

Applicant