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JOAN MARIE TINOYAN

Spirited learner willing to take risks, discovering new possibilities everyday. With 5 years experience in Sales and Marketing by being involved in various industries, from IT to Insurances. Currently looking into expanding my portfolio as a Marketer, integrating new ideas and creating value in the business. Also an aspiring and growing Graphic Designer looking for a new challenge.

SKILLS

Event Management
Graphic Design
B2B Sales
Customer Service
Growth Hacking
Marketing Research

KICKASS LEVEL
NOOB LEVEL

EDUCATION

JUL 1989
BORN
First official year on earth

JUN 2009 / APR 2009
CORDILLERA SCHOOL OF DIGITAL ARTS, PH
Adobe Photoshop CS3 and CS4

JUN 2007 / MAR 2010
SAINT LOUIS UNIVERSITY, PH
Bachelor of Science Major in Marketing
Gawad San Luis Award
"Experiences and well-being of consumers in Northern Luzon"
Lead author

JAN 2011 / DEC 2011
DE LA SALLE CSB, PH
Post-Baccalaureate for Event Management
Graduated with distinction

SEPT 2014
PHILIPPINE CENTER OF CREATIVE IMAGING, PH
Adobe Illustrator CS6 and CC

LANGUAGES

FILIPINO
NATIVE
PROFICIENCY

ENGLISH
FULL PROFESSIONAL
PROFICIENCY

FRENCH
ELEMENTARY
PROFICIENCY

LIKES

LITERATURE   NATURE   TRAVEL
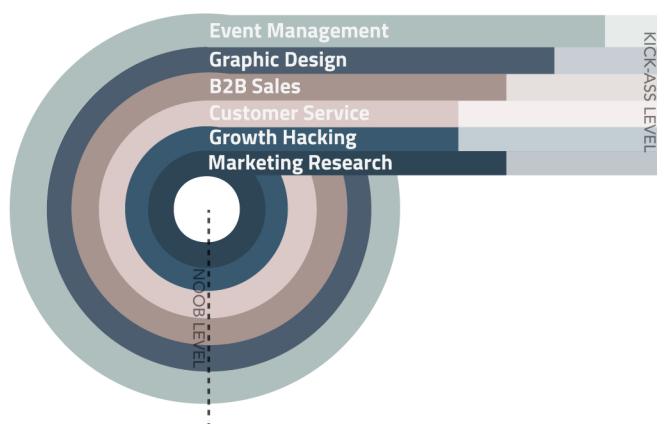
**PHOTOGRAPHY   MUSIC

**Given the opportunity to be part of the following exhibits:
SCOTT KELBY PHOTO CONTEST (ONLINE - 2009)
100.BAGUIO - 100th ANNIVERSARY OF BAGUIO CITY (DEC 2010)
PANAGBENGA FLOWER FEST EXHIBIT (MAR - APR 2010)

BUILD IDEAS. CREATE VALUE.

EXPERIENCE

MAY 2010 / JUN 2011
IBM PHILIPPINES, MAKATI PH
BID SUPPORT SPECIALIST
GLOBAL BUSINESS SERVICE TEAM
Provided uneqaled support for IBM Bid Managers based in Northern America and EMEA. Tasks involved research, assessment of contracts and fulfillment of all client and IBM requirements in order to support the delivery of a winning proposal.
OVATION AWARDS OF EXCELLENCE (Q3 2010)

2011
FREELANCE - WEDDING EVENTS
Engagement into short to long term social and corporate event projects
SOCIAL EVENTS
Assisted and Coordinated weddings within several locations in the Philippines, with average attendance ranging from 200 - 500 people.
Actively involved in supplier negotiations.
CORPORATE EVENTS
Organized Healthcare events for NAV Dynamics
Assisted in Sharepoint 2012
(Microsoft Application for Enterprises)
Assisted in Oracle Events 2012
(Managing and Securing your Enterprise through EXADATA)

JULY 2011 / JAN 2013
THAKRAL ONE GROUPS, MAKATI PH
SALES & MARKETING   *(Singapore based company)*
MS DYNAMICS & ORACLE TEAM
Introduced a Microsoft-based system in the Philippine Healthcare Market with the vision of fully integrating technology as one of its strongest backbone. Management of existing and dormant accounts under Technopaq Philippines maintaining a three-tiered environment for Oracle. Supporting 30 Oracle Partners so they can meet their internal goals.

JUL 2013 / PRESENT
UNION INSURANCE PSC, DUBAI UAE
RELATIONSHIP OFFICER
Currently working with Etihad Branch
Managing new and exisiting clients, adding value in every undertaking, by understanding fully the risks that are involved in their business and effectively promoting the right solution to recover these risks.
Achieved annual target on the first quarter of the first year

THIS CAN BE YOU.

LINKS

jmtnyn.me

jmtinoyan@gmail.com
jomati@rocketmail.com

in http://linkd.in/1wLxfrP

t @joanmati

Bē behance.net/jmtnyn