

NICO PANELO
(+63)9989071254
nicoppanelo@gmail.com
[linkedin.com/in/nico-panelo/](https://www.linkedin.com/in/nico-panelo/)
nicopanelo-portfolio.com

SKILLS

Programming and Web Development

- **Front End Web Development:** HTML5, CSS3, Bootstrap, JavaScript, Git Basics, Web Design
- **Back End Development:** Node.js, Express.js, MongoDB, Postman, Back-end API, Spring Boot for Java, MySQL for MongoDB Developers, Object-Oriented Programming, Data Persistence in Sprin Boot
- **Full Stack Development:** React.js, DOM Manipulation, API Integration with Fetch, Java, Component-Driven Development

PROFESSIONAL EXPERIENCE

Nestle Philippines, Inc.

January 2023 – April 2023

Nutrition Specialist

- Orchestrated programs within HCIs to guarantee compliance with product offerings.
- Cultivated lasting relationships to enhance infant nutrition availability.
- Functioned as a trusted source of nutritional expertise for HCIs and their stakeholders.
- Identified and capitalized on strategic opportunities for growth.
- Developed targeted strategies and action plans for key institutions and accounts.

Pharmline Medforce Inc.

October 2017 – January 2023

Professional Health Specialist Representative

- Promoted the assigned products to doctors and midwives using the prescribed sales techniques and visited these MDs based on the assigned frequency.
- Managed budgets for catering, outside speakers, conferences, and hospitality.
- Researched competitors' medications and their respective market performances.
- Executed all agreed marketing strategies, programs, and plans of action to manage the territory business with quality.
- Achieved an exceptional sales performance, surpassing targets by 127% during the 2022 fiscal year.
- Achieved recognition as a "Top Professional Health Specialist Representative" in 2021 for outstanding performance and dedication to exceeding sales targets.
- "Best in Revalida" achievement during the 2019 NatCon.

Professional Marketing Insights Inc.

February 2017 – June 2017

Professional Health Specialist Representative

- Created awareness and promoted the good benefits of the product to doctors, staff, and patients.
- Identified and established new business.
- Built and maintained positive working relationships with medical staff and supported administrative staff.
- Assessed, evaluated, and counseled clients regarding health and nutrition.

Professional Marketing Insights Inc.

May 2016 – December 2016

Registered Nutritionist-Dietitian

- Assessed, evaluated, and counseled clients regarding health and nutrition.
- Created awareness and promoted the brand to preschool children's parents and relatives.
- Generated sales and built customer preference for the product.

Nephro Group of Dialysis Centers

January 2012 – August 2015

Registered Nutritionist-Dietitian

- Provided education and nutritional counseling to ESRD patients and their families to maximize the patients' nutritional functioning.
- Developed meal and nutrition plans, taking both clients' preferences and budgets into account.
- Monitored nutritional status, laboratory values, dialysis kinetics, and response to the diet, evaluated outcomes, and made modifications/recommendations.
- Participated in the care center's QA process.

EDUCATION

Zuitt Java Language Program

Short Course Package

August 29, 2023 – September 15, 2023 (Completed)

Zuitt Web Developer Program

Main Course Package

May 2, 2023 – August 10, 2023 (Completed)

PHILIPPINE WOMEN'S UNIVERSITY (Manila)

Bachelor of Science in Nutrition and Dietetics

2007-2011

PRC LICENSE

Nutritionist – Dietitian Licensure Examination:

83.3% Rating

PROJECT EXPERIENCE

- **Front-end Capstone:** Designed and developed a static responsive website using HTML5, CSS3, Bootstrap, and Git for version control, hosted on GitHub
- **Back-end Capstone:** Created Express.js backend for an E-commerce API, Created Spring boot backend for a blog API
- **Full-Stack Capstone:** Developed a React-based web application with API integration and responsive design, utilizing modern JavaScript techniques and DOM manipulation
- **Other Projects:** Digital Clock (HTML, CSS, JavaScript), Move It (Static website that used Bootstrap, CSS and HTML), TinDog (Static website that used Bootstrap, CSS and HTML), Spring Blog (Created a robust Java Spring Boot backend for a dynamic blog)

ADDITIONAL SKILLS

- Strong problem-solving and analytical skills
- Excellent communication and interpersonal skills
- Sales experience
- Conducting presentation to clients and stakeholders