

# NICO PANELO

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## SKILLS

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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
- **Full Stack Development:** React.js, DOM Manipulation, API Integration with Fetch

## WORK EXPERIENCE

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**Nutrition Specialist:** : **Nestle Philippines, Inc.** (January 2023 – April 2023)

- Engages with key stakeholders of HCIs through the implementation of programs which will allow availability of both branded/unbranded solutions (products and service) which are compliant with the provisions of the Milk Code
- Seeks and builds long-term relationship with the HCI stakeholders and decision makers to help facilitate availability of infant nutrition products for non-breastfed babies.
- Acts as relevant source of nutritional information, which will assist the HCI when dealing with their patients, clients and HCP
- Responsible for identifying key opportunities and developing appropriate strategies and action plans for each assigned key institution/account

**Professional Health Specialist Representative** : **Pharmline Medforce Inc.** (October 2017 – January 2023)

- Promotes the assigned products to doctors and midwives using the prescribed sales technique and visit these MDs based on assigned frequency
- Manage budgets for catering, outside speakers, conferences and hospitality
- Researching competitor's medications and their respective market performances
- Quality execution of all agreed marketing strategies, programs and plan of actions to manage the territory business

**Professional Health Specialist Representative** : **Professional Marketing Insights Inc.**  
(February 2017 – June 2017)

- Creates awareness and promotes the good benefits of the product to doctors, staff and patients
- Identifying and establishing new business
- Build and maintain positive working relationships with medical staff and support administrative staff
- Assess, evaluate and counsel clients regarding health and nutrition
- Writing reports and other documents

**Registered Nutritionist- : Professional Marketing Insights Inc.**  
**Dietitian (May 2016 – December 2016)**

- Assess, evaluate and counsel clients regarding health and nutrition
- Create awareness and promotes the brand to preschool children's parents and relatives
- Generate sales and build customer preference for the product

**Registered Nutritionist- : Nephro Group of Dialysis Centers (Manila and Las**  
**Dietitian Piñas Branch) (January 2012 – August 2015)**

- Provide education and nutritional counseling to ESRD patients and their families to maximize the patient's nutritional functioning
- Develop meal and nutrition plans, taking both clients' preferences and budgets into account
- Monitor nutritional status, laboratory values, dialysis kinetics, and response to diet, evaluate outcomes and make modifications / recommendations
- Participate in the care center's QA process

## **EDUCATION BACKGROUND**

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### ***Zuitt Web Developer Program***

*Main Course Package*

May 2, 2023 – August 10, 2023

### ***PHILIPPINE WOMEN'S UNIVERSITY (Manila)***

*Bachelor of Science in Nutrition and Dietetics*

2007-2011

## **PRC LICENSE**

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**Nutritionist – Dietitian Licensure Examination:**  
83.3% Rating

## **PROJECT EXPERIENCE**

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- **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
- **Full-Stack Capstone:** Developed a React-based web application with API integration and responsive design, utilizing modern JavaScript techniques and DOM manipulation

## **ADDITIONAL SKILLS**

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- Proficient in Microsoft Office 365
- Strong problem-solving and analytical skills
- Excellent communication and interpersonal skills
- Sales experience
- Conducting presentation to clients and stakeholders