



# RAFAEL G. MADRIGAL

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## Professional Experience

### MANILA WATER PHILIPPINE VENTURES, INC. (MWPV)

Quezon City, Philippines

#### Corporate Planning Manager (Research and Planning Technical Manager)

May 2018 – Present

- Efficiently facilitated the **formation of tactical and execution plans of 21 local and 3 international subsidiaries of MWPV and Manila Water Asia Pacific Pte. Ltd. (MWAP)**, respectively, through the creation of strategy development templates and the close coordination with middle and senior management and the enterprise corporate planning group.
- Developed and monitored S.M.A.R.T. **key performance indicators (KPIs)** with middle and senior management and ensured alignment of strategic initiatives for MWAP group with enterprise KPIs.
- Enhanced **corporate governance** in MWPV and MWAP by defining structures for risk management, leadership team meetings, corporate planning, and new business plan reviews resulting in faster approvals, efficient use of executive time, and more cohesive management report to MWC Mancom and BOD.
- Assesses impacts of **market trends, regulations, and competition movement in the waterscape** to advise the COO-New Business on investment decisions in Vietnam, Thailand, Myanmar, Malaysia, and Saudi Arabia paving the way into the recent foray of the firm in Kingdom of Saudi Arabia.

#### Territory Manager

Dec 2016 – May 2018

- Led the **business plan development** and the takeover of water and wastewater operations of Cloverleaf Balintawak, Vertis North Estates, and Circuit Makati resulting in a negotiated and secured 5-year water tariffs for two business districts which exceeded targets by 15-50%.
- Ensured compliance with Operations and Management Agreement and maintained strong client ties with Bonifacio Water Corp. as **Key Account Manager** leading to a longer-term contract arrangement.
- **Developed relational data model for analysis using PowerPivot** for monthly Billed Volume and Supply Data Establishing data integrity and improving data extraction efficiency vital to success of SAP-ISU project of the business unit.
- Led a lean team in managing operations resulting in 20% outperformance in Revenue Targets in 2017.

#### Management Trainee

Apr 2016 – Dec 2016

- Led a group that earned the **highest marks during the training's Business Area Immersion**.
- **Mapped business processes** in Laguna AAA Water Corporation that allowed a faster set-up of the same business processes in Estate Water, MWPV's new subsidiary.
- Incorporated locators' information of Bonifacio Global City in data analysis and demand forecasting resulting in better turnout of project and targets approvals during the annual planning sessions.

### MANILA WATER COMPANY, INC.

Quezon City, Philippines

#### Wastewater AGSIP Intern

Apr 2014 – May 2014

- Analyzed process flow and billed volume data of nine (9) Sewage Treatment Plants (STPs) serving the areas of Cainta, Rizal and Manggahan, Pasig
- Exposed to various wastewater treatment processes implemented and quality assurance tests conducted by the company in all of its treatment plants in the National Capital Region
- Attended various leadership and personal development seminars, under the 6-week Ayala Group Summer Internship Program (AGSIP)

## Education

### ASIAN INSTITUTE OF MANAGEMENT

Mar 2020 – Present

#### MS Data Science, GPA: 4.518/5.0

- **3x Dean's Lister** (Awarded to students with GPA 4.2/5.0 or better)
- **Electives Taken:** Advanced Data Mining, Natural Language Processing, Network Science and Complex Systems, and Geospatial Analysis, Data Engineering, Time Series Analysis, Image Processing

### UNIVERSITY OF THE PHILIPPINES – DILIMAN

Jun 2010 – Jun 2015

#### BS Chemical Engineering, *cum laude*, GPA: 1.508/1.0

- Ranked **74th (Top 10%)** out of 720 Engineering graduates
- Ranked **14th (Top 16%)** out of 87 BSc Chemical Engineering Graduates

## LA CONSOLACION COLLEGE, CALOOCAN CITY

Jun 2006 – Mar 2010

### High School, *class salutatorian*

- Best in Mathematics
- Recipient, Mercury Drug Excellence in Mathematics Award

## GLOBAL INNOVATION MANAGEMENT INSTITUTE

Oct 2020 – Nov 2020

### Certified Innovation Associate (Level 1)

- IXL Innovation Olympics Fall 2020

## UNIONBANK OF THE PHILIPPINES

Sep 2020 – Oct 2020

### Blockchain Business Specialist Certification Program

## FRIEDRICH EBERT STIFTUNG PHILIPPINES

Apr 2018 – Jul 2019

### Renewable Energy Bootcamp (REBOOT)

## ASIAN INSTITUTE OF MANAGEMENT

Mar 2018 – Jan 2019

### Future Bridging Leadership Program

## Advocacy and Extra-Curricular Works

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### IWA YOUNG WATER PROFESSIONALS (PHILIPPINE CHAPTER)

#### Asst. Dir. For Training and Development

Jul 2019 – Present

- Spearheads #Kwentubig a water advocacy building platform that harnesses the power of storytelling and personal narratives of young water advocates

### 2030 YOUTH FORCE IN THE PHILIPPINES, INC.

#### Ambassador for SDG 6: Clean Water and Sanitation

Oct 2018 – Present

- Develops programs and projects that advocates for Clean Water and Sanitation (United Nation Sustainable Development Goal 6)
- Promotes awareness on UN SDG 6 through multimedia channels

#### OIC – National Dir. for Education and Research

Apr 2019 – Oct 2019

### UP CHEMICAL ENGINEERING SOCIETY, INC.

#### Vice President for Finance

Jun 2014 – Jun 2015

- Overhauled organization SOPs for improved cash tracking and events documentation.
- Spearheaded a member development program that focused on project management and events handling.
- Oversaw various FRPs and marketing ventures and drafted programs for future implementation aiming to improve the financial and overall stability of the organization.

#### Other Position/s Held:

- Finance Head, Induction Ceremony [Apr 2014]
- Finance Co-head, Engineering Week Team [Oct '2013 – Jan 2014]
- Publicity Coordinator, Fundraising Team (UP KEM Online Shop) [Nov 2012 – May 2013]
- Customer Service Representative, Fundraising Team (UP KEM Online Shop) [Nov 2012 – May 2013]
- Assistant Marketing Head, KEM Gives Back [2013]
- Assistant Head, Chemical Engineering Department Seminar [Jun 2012]
- Finance Head, Freshman Block Handling Team [Apr 2012 – Jun 2012]
- Engineering Week Event Head, Engineering Week Team [Dec 2011]
- Finance Staff, Fundraising Team (Garage Sale) [Oct 2011 – Dec 2011]

### UP CAREER ASSISTANCE PROGRAM FOR ENGINEERING STUDENTS

Jun 2013 – Mar 2014

#### Productions Team Head

- Secured university establishments for publicity posting two months ahead of schedule through effective coordination with different administration offices;
- Served as secondary liaison between the organization and its printing partners and company sponsors;
- Mainly involved in the production of printed materials for the organization's job fair and seminar series.

#### Other Position/s Held

- Logistics Team Member, Company Mixer [Aug 2014 – Dec 2014]
- Internals Team Member [2011]

### ENGINEERING REGISTRATION COMMITTEE

Apr 2012 – Jun 2015

#### PEACE AND ORDER OFFICER/ CROWD MARSHALL

- Served as liaison between the student body and administration office during the registration period

## Awards and Citations

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### 2019

- President's Pride Due to Performance, [Manila Water Philippine Ventures, Inc.](#) [2019]

### 2015 and Older

- Elected Member (Baccalaureate Level), [International Honor Society of Phi Kappa Phi](#) [2015]
- Top Ten of Academic Batch, [Department of Chemical Engineering, University of the Philippines Diliman](#) [2014 –2015]
- College Scholar (Dean's Lister), [College of Engineering, University of the Philippines Diliman](#) [Mar 2013 –Jun 2015]
- Recipient, [Merck, Inc. Scholarship Grant](#) [Nov 2012 -Jun 2015]
- Recipient, [Philippine Association of Metropolitan Washington Engineers \(PAMWE\) Foundation, Inc. Scholarship Grant](#) [Jun 2012–Jan 2014]
- University Scholar (Dean's Lister), [College of Engineering, University of the Philippines Diliman](#) [Oct 2010 –Mar 2013]
- Best Engineering Week Day Event Head, [UP Chemical Engineering Society, Inc. \(UP KEM\)](#) [2012]
- Finalist, [Noblesse Oblige](#), a project conceptualization event for student, [Engineering Overall Excellence Awards \(EOEA\) –Individual Category](#), [UP Alliance for Responsive Involvement and Student Empowerment \(ARISE\)](#) [Jan 2012]
- Consistent High School Honor Student, [La Consolacion College -Caloocan](#) [2006 -2010]
- Cadet Captain Officer, [137<sup>th</sup> Squadron of the Aerospace Cadets of the Philippines](#) [2010]

## Seminars and Trainings

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### 2019

- Presenter. [Youth Climate Energy Forum. Friedrich-Ebert-Stiftung Foundation Philippines.](#) [July 2019]
- Delegate and Poster Presenter. [9<sup>th</sup> International Young Water Professionals Conference. International Water Association](#) [June 2019]
- Trainee. [Establishing and Implementing an Integrated Management System \(IMS22\). BSI Neville Clark.](#) [Apr 2019]
- Delegate. [10th International Water Association \(IWA\) Efficient Conference. International Water Association](#) [Jan 2019]

### 2018

- Delegate. [First Bridging Leadership \(BL\) International Colloquium. AIM TeaM Energy Center \(TEC\) for Bridging Leadership in collaboration with Synergos and TeaM Energy Foundation.](#) [Dec 2018]
- Delegate. [Asia Water Forum 2018: "Information, Innovation, Technology". Asian Development Bank](#) [Oct 2018]
- Delegate. [WaterLinks Forum 2018 "Solving Asia's Urban Water Crisis: The Water-Food-Energy-Climate Change Nexus". Waterlinks](#) [Sep 2018]
- Delegate. [Philwater 2018: 25th Philippine Water Works Association International Conference & Exhibition. Philippine Water Works Association](#) [Sep 2018]
- Fellow. [Young Water Leaders' Summit @ Singapore International Water Week 2018. PUB Singapore's National Water Agency and Singapore Ministry of Environment and Water Resources](#) [July 2018]
- Delegate. [Water Environment Association of the Philippines 13th National Annual Convention "Forging Partnerships in Environmental Protection". Water Environmental Association of the Philippines.](#) [Jun 2018]
- Delegate. [Asian Forum on Enterprise for Society \(AFES\) 2018. Asian Institute of Management Ramon V. Del Rosario \(AIM RVR\) Center for Corporate Social Responsibility](#) [Apr 2018]
- [Project Innovations Laboratory \(InLab\): Product Innovation and Development & Business Modelling 101. Manila Water Total Solutions Corp.](#) [Sep 2017 –Jan 2018]

### 2017

- Trainee. [Continuing Environmental Education Program \(CEEP\) for Pollution Control Officers. Laguna Lake Development Authority \(LLDA\)](#) [Dec 2017]
- Delegate. [The Filipino Youth Beyond Paris: Acting on Climate, from Paris to Kigali and Beyond. The Climate Reality Project Philippines](#) [Nov 2017]
- Trainee. [Basic Training Course for Pollution Control Officers \(40 hours\). Department of Environment and Natural Resources –Environmental Management Bureau \(National Capital Region\)](#) [May 2017]
- Delegate. [WaterPhilippines 2017 Exposition. Philippine Waterworks Association \(PWWA\)](#) [Mar 2017]

### 2016

- Delegate. [Sustainable Enterprise Summit 2016: People, Planet, Profit. EnderunExtension](#) [May 2016]

### 2015 and Older

- Attendee. [Lecture of Dr. Rigoberto Advincula on "Chemical and Polymer Innovation via Nanostructuring, Lightweighting", and "Additive Manufacturing, and Nanostructure and Polymer Materials for the Oil and Gas Industry". Engineering Research and Development for Technology \(ERDT\)](#) [Jun 2015]
- Delegate. [ASEAN Undergraduate Chemical Engineering Education Summit \(AUCHEEdS\)](#) [Jul 2014]
- Trainee. [Bridging the Generation Gap: Being a Leader in Innovation While Maintaining Customer Centricity. Ayala Corporation](#) [May 2014]
- Goodwill Ambassador. [JENESYS 2.0 Exchange Program \(Batch 11 –Science and Technology\). Japan International Cooperation Center \(JICE\) and Department of Science and Technology](#) [May 2014]
- Participant. [Mathematics Trainers' Guild \(MTG\) Advanced Mathematics Training Program](#) [2010]
- Participant. [Mathematics Teachers Association Philippines-Department of Education \(MTAP-DepEd\) Saturday Programs in Mathematics for Regular and Talented Students](#) [2006 -2010]
- Finalist, [Annual Metrobank-MTAP-DepEd Team Mathematics Challenge Private Sectoral Division](#) [2007 -2010]

## Other Volunteer Activities

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### 2018 to Present

- Panelist. [Our City; Our AdvoQC](#). *Quezon City Government Environmental Protection and Waste Management Department*. [Nov 2019]
- Panelist. [Kids' Innovation Camp 1.1](#). *Philippine Science High School System*. [Nov 2019]
- Breakout Session ("Matatag") Facilitator and Presenter. [NEDA Ambisyon Natin 2040 Symposium and Expo](#). *National Economic Development Authority*. [Oct 2019]
- Delegate. [Sustainable Development Goals \(SDG\) Bayanihan Summit 2018](#). *2030 Youth Force in the Philippines, Inc.* [Dec 2018]
- Project Lead/ Convenor, [#MagicGulay: Enhancing Social Cohesion in Urban Poor Groups through the development of a co-learning urban](#) [Sep 2018 - Present]
- Volunteer. [Save San Roque Alliance](#) [Jun 2019 to Present]

### 2016

- Tree Planter, [#1Bataan: A Guinness World Record Attempt](#), Provincial Government of Bataan [Jun 2016]
- Tree Planter, [La Mesa Eco-Park Tree Planting](#), Manila Water Foundation and Manila Water Sustainable Department [Jun 2016]
- Volunteer, [Brigada Esk'wela: CENTEX Elementary School \(Annual Classroom Cleaning and Painting\)](#), Ayala Foundation Inc. [Jun 2016]

### 2015 and Older

- Volunteer Tutor, [Diliman Learning Resource Center](#), University of the Philippines Diliman [Oct 2010 – Mar 2011]