

Martin Anthony Abella De Joya

Male

Born November 13, 1990



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Career Objective

I'm interested in pursuing a management career in project development.

Work Experience

Energy Development Corporation (EDC) | Business Development Group (BDG) | Analyst

Jun 2013-Present

- Solar Rooftop
 - Assisting in potential partnerships, client acquisition and industry analysis of EDC's solar rooftop venture
 - Initiated and lead phone calls with US-based solar rooftop companies for potential partnerships
- Battery Energy Storage Systems (BESS)
 - Assessed the viability of high-quality BESS in the Philippine residential, commercial and industrial market
 - Initiated and lead phone calls with international BESS companies for potential partnerships
- Competitive Bidding (OCSP) for Renewable Energy (RE) resources conducted by the Department of Energy (DOE)
 - Prepared complete and acceptable documentation for the bid submission
 - Provided critical inputs and support from bid preparation up to bid submission
- Merger & Acquisition of Philippine-based Solar Power Companies
 - Conducted and completed due diligence
 - Contributed to the evaluation of the risk profile of the projects and companies
- PSALM's Independent Power Producer Administrator Bid
 - Conducted and completed competitive scans during the bid, using PSALM data, DOE data, ERC data, SEC records (SEC account), Bloomberg records (in-house resource) and news articles to summarize the historical financial data, historical bidding activity, power projects development, and general financial health of each competitor
- Competitive Research and Analysis
 - Geothermal Power Industry
 - Conducted competitive scans of the existing geothermal service contracts of the DOE in 2014
 - Mapped out location and capacities of all competitors listed by the DOE
 - Contributed to the resource assessment of the competitors' sites
 - Solar Power Industry
 - Conducted competitive scans of the existing solar service contracts of the DOE in 2014
 - Mapped out location and capacities of all competitors listed in the DOE
 - Wind Power Industry
 - Tracked general development of EDC's wind energy competitors via online articles, interaction with the DOE and other networks
- Contracts Administration Department (CAD)
 - Department of Energy (DOE)
 - Engaged with the management and staff of various DOE departments in order to maintain a harmonious relationship
 - Prepared and completed compliance reports of EDC's various service contracts
 - Applied for and acquired EDC's first two (2) Solar Energy Service Contracts (SESCs) from the DOE
 - Prepared and completed Contract Area Amendment applications
 - Coordinated DOE visits to EDC's operating and developing project sites
 - Board of Investments (BOI)
 - Successfully registered the Burgos Solar project with the BOI
 - Other CAD assignments
 - Gathered information on the Philippines' capacity mix
 - Prepared and consolidated CAD's 2015 budget
 - Prepared a Service Contract financial commitment tracker
- Burgos Solar Project
 - Prepared and submitted complete documentation of the project to the DOE for its commissioning, commercial operations, and inclusion in the first Feed-in-Tariff installation
- Mt. Labo Geothermal Project
 - Developed the Financial Model for the project
- Other BDG assignments
 - Prepared the Geothermal Frontier Sites Projects Prioritization by identifying legal, regulatory, transmission line, geothermal resource, civil and groundwork factors

- Attended a Mayors' Consultation in Bacolod for the Mandalagan Geothermal Prospect
- Assisted in the political mapping of the service contracts
- Attended the Public Consultation for the Bago Solar Project in Bago City

Wraparoo | ADMU JGSOM Student Enterprise Center | La Salle Greenhills High School | Co-owner Mar 2011 – Mar 2013

- Initiated, executed and legally operated in Ateneo de Manila University's JSEC and LSGH canteen

Toyota Motor Philippines | Kaizen Business Development Department | Intern Apr 2012 – Jul 2012

- Assisted the project manager of the Toyota Certified Pre-Owned Vehicles project in competitive research analysis

Xavier School, Greenhills | PKK Summer Program | Teacher and Project Head Apr 2006 – May 2009

- Composed study plans for aspiring intermediate school students of local public schools near Xavier School
- Spearheaded the students' sports festivals (*sportsfest*) in 2007 and 2008

Co-Curricular Activities

Consultants for Organizational Development and Empowerment (CODE) | Core Member Apr 2011 – Mar 2013

- Crafted and implemented modules regarding organizational development in the aspects of processes, systems and structures, facilitation, and diagnosis.
- Headed research on crafting content on CODE's Diagnosis product

Management Engineering Association (MEA)

- Leadership Enhancement and Development Seminar (LEADS) | Project Head Oct 2012
 - Coordinated the overall program and oversaw the training of the facilitators for the project
- Year Development Council (YDC) | Special Projects Head Nov 2012 – Mar 2013
 - Crafted the content, the program and coordinated the logistics and promotions of the Special Projects Workshop Series of 4YDC

Education

Ateneo de Manila University | Major in BS Management Engineering, Minor in BA Chinese Studies Mar 2013
 Fujen Catholic University, Taipei, Taiwan | Student Exchange Program, Business Track Sep 2011 – Jan 2012
 Xavier School, Greenhills | High School Graduate Mar 2009

Awards Received

Magis Award, Xavier School Mar 2009
 Richie Fernando Service Award, Xavier School Mar 2009

More about me

I am commended on my skills in building and maintaining relationships, building on ideas and thought processes, questioning, detailing, research, public speaking, organizational planning, and PowerPoint production. I'm currently working with the solar rooftop team, particularly handling the potential partnerships, client acquisition, industry research and viability of energy storage. This function requires extensive skills in building on ideas and thought processes, research, and managing external parties. My previous functions in EDC involved the company's compliance of its service contracts to the DOE. Doing so involved managing the company's relationship with the DOE and its various departments. I was also engaged in several merger and acquisition ventures of local solar power companies and projects. These experiences immersed me both in commercial and administrative functions and business case situations. In college and in high school, I was immersed in project management and leadership responsibilities. I am flexible and can work with different kinds of people with different (and occasionally conflicting) personalities. I can speak and write fluent English. I can also speak and write basic Mandarin and Tagalog.

On a lighter note, I enjoy working out in the gym, hiking, camping, playing ultimate frisbee, playing basketball, and occasionally swimming. I enjoy all kinds of comedic movies and TV shows, particularly action-comedies and romantic-comedies. On top of that, I love chocolate chip cookies, I love the beach, and my favorite color is orange.