

# POCHOLO JOSELITO DE DIOS PARAGAS

## EDUCATIONAL BACKGROUND

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Post Graduate	<b>Ateneo de Manila Graduate School of Business</b> Masters in Business Administration – With Units
College	<b>University of the Philippines Diliman</b> Bachelor of Arts, Landscape Architecture, 2000

## PROFESSIONAL HISTORY

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### *Previous Positions Held*

#### **Khione Inc. (2013 to 28 February 2017)**

- Ice manufacturing with plant locations servicing the Northern and Southern Luzon areas
- Held the position of **Managing Partner** and part of the development team that conceptualized and built the business

#### **Yellow Brick Food Services Inc. (2013 to 28 February 2017)**

- Sole Food Concessionaire of Tagaytay Highlands Golf and Country Club which is under the management of SM / Belle Group of Companies
- **President and CEO**, responsible for the overall direction and growth of the business

#### **Prime Sentinel Development and Construction Inc. (2011 to 28 February 2017)**

- Design and construction focused on the building of townhouse developments in Metro Cebu
- **President and CEO** tasked to ensure that goals are met for business development and sales in addition to conceptualizing the overall design for each project

#### **M. Lhuillier Wine and Food - Distribution (2012 to 2014)**

- **Managing Partner** for the distribution of products imported from France and also responsible for bringing in the Chateau de France & La Vie Parisienne food chain

#### **Officina Paragas Inc. (2011 to 2015)**

- **President and CEO**, consulting group for small and medium enterprises

#### **Philippine Savings Bank (2009 to 2010)**

- **Senior Manager**, head of direct sales for the personal loans division of PS Bank.

### **Q3 Consulting Services Inc. (2006 to 2009)**

- **Managing Partner**, consulting group for the development and implementation of outsource sales programs for a major universal bank

### **Banco de Oro Universal Bank (2002 to 2005)**

- **Manager**, pioneer team of BDO Credit Cards tasked to conceptualize and develop sales and distribution programs

### **American International Group (2000 to 2001)**

- **Assistant Manager**, head of management information systems for sales and distribution

### **Citibank National Association (1999 to 2000)**

- **Staff**, Citibank Credit Card sales and distribution coordinator

### **PERSONAL INFORMATION**

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Born	December 24, 1977
Status	Married, Two Children

### **SUMMARY OF QUALIFICATIONS**

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Businessman with 20 years experience in business development, finance, land development, and the service industry. Extensive knowledge and experience in the creation and implementation of business development projects, expansion plans, sales programs and marketing campaigns. Point person accomplished in project analysis, solution innovation and simplification of procedures. Driven leader with the proven ability to motivate and work effectively in varied environments. Inventive, resourceful and with a solid fundamental skill set for administration, business development, communication and overall management.