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PERSONAL SUMMARY

I am looking for an opportunity as **SALES MANAGER** to develop something new in the market. To keep a company ahead of its competition whilst staying true to the values of the business and the expectations of its customers. As a seasoned professional I can motivate employees to work with genuine commitment and achieve the specific targets of the company.

CAREER HISTORY

REGIONAL SALES & SERVICE MANAGER (Asia) - July 1, 2014 – Present

Dr. TRESKY AG - Switzerland

Responsible for overseeing the Sales and Technical support of reps and distributors in Asia, West Coast and south America.

Responsibilities

- To guide the day to day activities of the sales and technical support of the distributors and reps in the region.
- To provide high quality advice and guidance to solve any issues of the sales and technical support in the region.
- To create cost effective and creative campaigns to achieve the sales target for the region.
- To strategize the company's approach to different customers in the region.
- To oversee the complete operations of the company Sales and Marketing activities in the region.
- To negotiate prices with distributors, reps and customers in the region.
- To handle direct corporate accounts.

Achievements

- Created reps in the region
- Created new market

REGIONAL SALES & MANAGER (Asia) – January 1, 2013 – March 30, 2014

Palomar Technologies Inc – Carlsbad, USA

Responsibilities

- To improve customer service support and increase sales target.
- To lead the team as project manager on automation and integration process and ensure customer satisfaction
- To conduct market research in order to identify market requirements for current and future products

Achievements

- Assist in development of aluminum wire bonder
- Improved customer relation
- Set up regional training and laboratory facility in Asia

SALES, SERVICE and PROJECT MANAGER – April 1, 2003 – December 30, 2012
Hesse & Knipps Asia Limited – Kowloon, Hong Kong

Responsibilities

- To maintain and improve good relation to existing customers regarding their purchased products.
- To update existing customers regarding new product development and technologies applicable to their process.
- To develop more accounts on the sales and create new market shares
- To ensure quality of jobs rendered to customer in terms of after sales support.
- To monitor, execute and advise sales and technical team on sales and technical matter and their respective schedule.
- To demonstrate technical sales and company product knowledge managing product line from strategic planning to tactical activities

Achievements

- Start-up of the company in Asia
- Developed Asia and Philippine market
- Sold close to 200 bonders in Philippines
- Sold 48 machines in other part of Asia and US
- Increase sales target by 10%
- Succeeded in penetrating competitor market share by 40%

ASIA SALES & OPERATION MANAGER – July 1, 2002 – March 30, 2003
AXEND Pte Ltd – Singapore

Responsibilities

- To ensure on time delivery of purchased equipment and quick response time for service engineers to avoid delays and downtimes
- To regularly visit existing customers to improve relation and get feedback for improvement of services
- To ensure customer satisfaction in terms of services rendered to customers on their equipment.

Achievements

- Started business operation in Asia
- Set up Philippine office
- Exceeded yearly sales target by 5%
- Developed more accounts

COUNTRY MANAGER – August 1, 1999 – June 30, 2002
Autron Corp Pte Ltd – Philippine Branch

Responsibilities

- To develop and generate more accounts on the sales of equipment, materials used in semicon and electronics industry.
- To monitor day to day activities of the company operation, sales and technical services.
- To ensure proper training and skills development of sales and service personnel individual performance to meet company Goal, achievement and customer expectations.

Achievements

- Set up Philippine office
- Hired and trained local staff
- Developed Philippine market
- Exceeded sales target by 20% on 2nd year of operation
- Created more accounts for the company
- Sold 700K\$ in a single PO
- Sold more than 150 sets of equipment for SMT and semicon customers

CUSTOMER SERVICE MANAGER – August 1, 1998 – July 30, 1999
WKK Philippines Inc – Manila Philippines

Responsibilities

- To monitor product performance and ensure customer satisfaction
- To conduct frequent visit to customer
- To work with both sales and service department to improve customer relation

Achievements

- Improved customer relationship
- Helped improved market share by 10%
- Improved technical response time

PRODUCTION PROCESS MANAGER – January 5, 1998 – July 1998
ASTECH POWER INC. – CEPZA, Cavite Philippines

Responsibilities

- To improve production process quality and control of SMT and Through Hole lines.
- To continue skills development and knowledge upgrade of engineers, technicians and machine operators
- To monitor production process regarding quality, yield and efficiency for improvements.

Achievements

- Lead in ISO certification for SMT
- Trained engineers, technicians and operators for skill certification
- Improved production process and downtime
- Set up additional equipment to improve production target
- Improved product quality output

PRODUCTION MANAGER (SMT/ WAVE SOLDER) – June 11, 1992 – December 1997
TANDY Corporation – Kaohsiung Taiwan R.O.C

Responsibilities

- To ensure all production equipment are capable to assembly pcb effectively to meet the quality requirements and reduce the need for touch up or rework.
- To supervise production personnel in maintaining production tools and equipment to increase efficiency and reduce breakdown and downtime.
- To ensure proper maintenance system and equipment operation to sustain machine performance and minimize operation cost.

Achievements

- Set up production line for additional capacity
- Improved productivity with less downtime
- Increased yield by 10%
- Implemented zero defect

KEY SKILLS AND COMPETENCIES

- Identifying all the options available to solve a problem and then comparing them in terms of both costs and effectiveness.
- Work flexibility and willing to travel including weekends and holidays.
- Taking advantage of any learning opportunities.
- To enhance own personal development.
- Experience of launching new product for customer awareness.
- Experienced in developing (Asia) market.
- Improved market shares and sales target.
- Motivated and highly passionate about my work.
- Wide network and sales channel both Asia and US territory.
- Transfer of technology from Mexico customer to Philippines new facility.

AREAS OF EXPERTISE

Selling of SMT and Semiconductor equipment
 Highly focused on given task and responsibility
 Semiconductor and SMT equipment operation and maintenance
 Production process and control
 Hiring and training of staff
 Project Management
 Customer relationship
 Developing new market and market share

ACADEMIC QUALIFICATIONS

PATTS COLLEGE OF AERONAUTICS - BS Aircraft Technology - 1986 - 1990
 HEROES MEMORIAL COLLEGE - Electronics Technology - 1984 - 1986
 ST. JUDE ACADEMY - SECONDARY - 1980 - 1984
 LA CONSOLACION ACADEMY - ELEMENTARY - 1974 - 1980