

MARK U. SY

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OBJECTIVE

To secure a challenging enterprise position that will utilize my expertise and experience in selling hardware and software solutions at the same time implementing the current trend in I.T. technology

EXPERIENCE

June 01,2001–Present **Photokina Marketing Corp.** West. Ave., Q.C.
Account Manager

- Conduct sales calls and assist clients in preparing their I.T. requirements.
- Responsible for bringing in new accounts to the company.
- Provides total solution to prospective corporate clients and government agencies.
- Prepares necessary documents for accreditation and pre-qualification bids.
- Attends bid conferences.
- Determines key influencers (coach) of the project.
- Ensures smooth implementation of the said total solution.

October 09,2000–June 01 **Photokina Marketing Corp.** West Ave., Q.C.
Systems Engineer

- Troubleshoot PCs and Server including software and makes sure that all are in good running condition before delivering them to client.
- Attends to all technical requirements and support required by the company and it's individual departments including service call from clients.
- Responsible for the processing of RMAs (Return Merchandise Advise).

April 15,1995–April 15,1997 **Metrobank & Trust Co.** Binondo, Manila
Marketing Assistant

- Responsible for calling up clients informing them of their interests, dues and late payments.
- Processing Bank documents.
- Responsible for bringing in new accounts to the company.
- Conduct sales calls and assist clients in their transactions.

EDUCATION

1991–1995	University of Santo Tomas	España, Manila
■	Bachelor of Arts in Legal Management.	
1985-1991	Grace Christian High School	Sto. Domingo, Q.C.

TRAININGS AND SEMINARS ATTENDED

HP Sales Training – March 04, 2002

Speaker:

Jermyn “Wowie” L. Wong – BPC Market Dev’t Manager, HP Phils.

Introduction of the HP E-PC

Lexmark Sales Training – February 11, 2002

Speaker:

Ace Tan Espejo

Introduction to Lexmark products

Stratus FT Server Launching – January 30, 2002

Speakers:

Margaret Cabrera Yunque – General Manager, AIM Corporate Solutions

Stratus Technologies’ focus on fault tolerant servers

Philip Wong – Country Manager, Stratus Technologies

Stratus Technologies’ FT Server architecture

Compaq Storageworks Seminar – September 13, 2001

Speaker:

Rowel Peña – Enterprise Solutions Manager

Introduction to product lines of Storageworks

SAN – Lead you to a new era of storage management – July 31, 2001

Speakers:

David Vesely – International Channels Development Manager, Advanced Digital Information Corp.

SAN attached tape libraries for backup of heterogenous environments

Alvin Kho – Principal Consultant, Brocade Communications Systems

The intelligent platform for networking storage

Tom Zack – Vice President of Product Marketing and Management, Asia Pacific, Latin America & Canada, Hitachi Data Systems

Storage solutions for e-enabled world

Joseph Wong – Storage Consultant, Legato Systems Inc.

Eliminate the back up window with serverless, LAN-free backup