

JOSE MARI D. ABELEDA

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SPECIALIZATION

- Experienced with managing teams of multiple nationalities both locally and internationally
- Generalist with multi-industry experience in Sales & Marketing, Operations and Finance

WORK EXPERIENCE

June 2022 to January 2025	Finance & Legal Affairs – Global Leaders International School In charge of all Finance & Legal Affairs of GLIS
Oct 2021 to 2024	Lecturer – Polytechnic University of the Philippines San Juan in Quality Management/Costing & Pricing Lecturer – Angeles University Foundation in Professional Salesmanship/Retail Management
Nov. 2018 to Sept. 2021	Administrative Director GLIS in charge of overall operations with bottom line responsibility Teacher for Gr 6-8 Local Business Curriculum, Grades 9-10 ICGSE Business Studies, Grade 11 AS Business Studies , and Grade 12 A level Business at Global Leaders International School (GLIS)
July 2018- Mar. 2019	Lecturer in Finance, Polytechnic University of the Philippines-San Juan
April 2015 to present	DMKompass – Trainor/Consultant – Trainor for the International Federation of Professional Managers – Certified Professional Manager (IFPM-CPM) program
February 2016 to Mar 2017	Conjug8 Corp – Operations Manager – all general management functions from Operations, Marketing, Finance and Administration
July 2014 to May 2015	De La Salle University- Taft – Part-time Lecturer Advertising - Masters in Marketing Communications Program, Consumer Behavior – Undergraduate level
July 2014 to March 2015	College of San Benildo – Rizal Part-time Lecturer Management, Retail Management and Professional Salesmanship

April 2010 to July 2014	Mapua Institute of Technology - Part-time Lecturer (Rank of Associate Professor) in Marketing, Advertising and Public Relations, from Course Syllabus and Lesson Plan Development, Lecturing, Student Assessment and Monitoring
June 2011 to May 2012	School of Fashion and Arts – Part-time lecturer in Feasibility Study
June 2010 to March 2011	La Salle College Antipolo – Part-time Lecturer (Rank of Asst. Professor) in Management, Marketing, Advertising and Marketing Technology from Course Syllabus and Lesson Plan Development, Lecturing, Student Assessment and Monitoring
April 2009 to 2010	K-MAS Management SdnBhd – Head Training & Consulting, responsible for the development of training and consulting opportunities for the Government of Brunei Darussalam
Concurrent	Lecturer – Strategic Management/Economics, Cosmopolitan College of Commerce & Technology
Concurrent	Academic Board Member – Curriculum Review and Review of Lecturer performance, Examination review Cosmopolitan College of Commerce & Technology
May 2008 to August 2008	Econogas Technology Inc. – Sales and Marketing Consultant in charge of Development of New Business Plan and Budgets, Organized and developed the Sales and Marketing Plan of Alternative Fuel systems, specifically Autogas LPG conversion for Petrol- fed engines for motor vehicles, New Product Sourcing, Presentation to Corporate, Government and Institutional Markets, Alternative Energy specialist for LPG/CNG systems
Jan. 2008 to March 2008	Mapua Institute of Technology - Part-time (Evening) Lecturer (Rank of Asst. Professor) in Channel and Distribution Management and Tri-Media Advertising Management, from Course Syllabus and Lesson Plan Development, Lecturing, Student Assessment and Monitoring
June 2006 to March 2008	La Salle College Antipolo – Part-time (Evening) Lecturer (Rank of Asst. Professor) in Marketing, Advertising, Research, Human Resource and Logistics Management from Course Syllabus and Lesson Plan Development, Lecturing, Student Assessment and Monitoring
Nov. 2007–April 2008	GenashtimPhils. Inc. – Director of Business Development for U21 Global On-line MBA and Customized courses, New Product Sourcing and Development, Supplier Negotiations and Pricing
May 2003-Oct. 2007	The Fourth Dimension Inc. – Special Projects Manager in charge of all aspects of Out of Home Advertising from Signages and Billboards Design, Fabrication and Installation specifically Petrol Service Station Retail Visual Imaging (RVI) projects to include

	inspection, assessment, planning, mobilization, implementation, close-out and implementation and monitoring of HSSE compliance
Feb. 2002-April 2003	DLMC Inc. – Operations Consultant from architectural design, building management systems and system planning for electrical, HVAC and water management for the Proposed Manila North Bus Terminal Project
March 1997-Nov. 2001	CMTC – Marketing Service/Sales Manager in-charge of Events, Marketing collateral and New Product Development and Launching, GM of Laguna based mall
Feb. 1996-Mar. 1997	Durastar Corporation – Sales & Marketing Manager for Consumer Durables, Development and Execution of Marketing/Advertising Plans
June 1993-Dec. 1995	Matsushita Electric Phils. Corp – Dealer Sales and Service Representative for Panasonic/National appliances, Retail and Key Account Management and Institutional Sales, Total Quality Management (TQM) and Quality Control Circle (QCC)Team Member
Sept. 1990-June 1993	Yes Boutique – Manager of family-owned imported Ready To Wear Shop

EDUCATION

Course	Institution
Master of Business Administration	University of the Philippines Diliman 2002
Bachelor of Science in Medical Technology	University of Santo Tomas 1989/ 86.1% Medical Technology Licensure examination 1989
Certified Trainer – Sales Management	Certified Business Professional

STUDIES MADE

Study	Submitted to	Author
Prefeasibility Study on Prefabricated Concrete for Low Cost Housing – Brunei Darussalam	Brunei Investment Authority	Abeleda, J.
Proposed Natural Gas Vehicle Project Pre-Feasibility Study for California Bus Lines	Dept. of Energy Philippines	Abeleda, J. and Cutiongco, E.
The Proposed Manila North Bus Terminal Operating Plans	United Investment Trust (UIT) Liechtenstein	Abeleda, J.
The Proposed Manila North Bus Terminal Marketing Plans	UIT Liechtenstein	Abeleda, J.

TRAININGS/SEMINARS

Topic	Date/hours	Facilitator
Ethics in Research	2022 – 3 hours	PACSB
Changing Course, Transforming education	2022 – 4 hours	SEAMEO
Table of Specifications	2022 – 4 hours	PUP-San Juan
Taxonomy of Educational Objectives	2022 – 4 hours	PUP-San Juan
Outcomes Based Education	2018 – 8 hours	PUP-San Juan
Business Start-Up Experience	2013 – 8 hours	Mapua Institute of Technology
Business Stabilization and Expansion	2013 – 8 hours	Mapua Institute of Technology
SciVerse ScienceDirect	2011 – 8 hours	Mapua Institute of Technology
ITU Regional Human Capacity Development Forum	2009 – 24 hours	International Telecommunications Union-AITI, Brunei Darussalam
Certified Business Professional-Sales	2009 – 24 hours	CCCT, Brunei Darussalam
Asia Clean Energy Forum (ACE)	2008 – 24 hours	Asian Development Bank (ADB) Manila, Philippines
Curriculum Mapping	2006 – 8 hours	La Salle College Antipolo, Philippines
Breaking the Glass Ceiling/Women in the Workplace	1999 – 8 hours	Employees Confederation of the Philippines (ECOP)
Brand Management	1999 – 16 hours	University of Asia & the Pacific
Quality Control Circle	1994 – 24 hours	MEPCO, Philippines
Sales Management	1993 – 24 hours	MEPCO, Philippines

SPEAKING ENGAGEMENTS

Topic	Institution/Date	Attendees
Marketing Module-Mini MBA	DKM Compass	Mini-MBA students
Sales Management	DHL Brunei/2009	Employees
Liquefied Petroleum Gas for the Transportation Industry	San Juan Jaycees/2008	Members
Outdoor Advertising in the Philippines	Holy Angel University/2008	Faculty and Students

SKILLS

Driving	Non-Professional driver for 25 years both on two and four-wheeled vehicles
Computer skills	Intermediate knowledge of MS Excel and Powerpoint, MS Word, Access, Adobe Acrobat
HVAC	Basic knowledge in Operation and maintenance management of Air-cooled HVAC systems

Electrical	Basic knowledge of electrical systems, Light Emitting Diode (LED) systems
HSSE	Basic knowledge of Health & Safety Management

PERSONAL DATA

Born Feb. 15, 1968 in Manila to Jacinto S. Abeleda and Consuelo S.D. Domingo, married to Precious Joy Balde with three children, Jose Mari Angelo, Klaudia Ysabel and Sofia Marielle, Roman Catholic Filipino, 1.77 meter height and 80 kilograms in weight.

REFERENCES

Available upon request