

RESUME OF

DANIEL PABIONA DORILLO

ADDRESS : SIKATUNA-CUADRA COMPOUND DUPLEX # 2
166 GUSTILO STREET, LAPAZ, ILOILO CITY
TELEPHONE : 508-7399
MOBILE PHONE : (0926) 428-1479
DATE OF BIRTH : MAY 25, 1950
PLACE OF BIRTH : PASSI CITY, ILOILO
HEIGHT : 5'8"
WEIGHT : 175 LBS.
CITIZENSHIP : FILIPINO
RELIGION : CHRISTIAN
CIVIL STATUS : MARRIED
NAME OF SPOUSE : AGNES LADRIDO DORILLO
NO. OF CHILDREN : THREE (3)

EDUCATION

PRE-SCHOOL : CENTRAL PHILIPPINE UNIVERSITY, ILOILO CITY 1955-56
ELEMENTARY : CENTRAL PHILIPPINE UNIVERSITY, ILOILO CITY 1956-62
HIGH SCHOOL : CENTRAL PHILIPPINE UNIVERSITY, ILOILO CITY 1962-66
B.S.AGRICULTURE: CENTRAL PHILIPPINE UNIVERSITY, ILOILO CITY 1966-70

WORK EXPERIENCE

M & J AGRO DEVELOPMENT CORP. STUDENT TRAINEE, 1968-69
ESSO STANDARD FERTILIZERS SUPPLY OFFICER, 1970-71
PLANTERS PRODUCTS FERTILIZERS AREA REPRESENTATIVE, ROXAS CITY, 1971-76
PLANTERS PRODUCTS FERTILIZERS EXTENSION SERVICES ADVISOR, 1976-80
LAWAAN AGRI-COMMERCIAL OPERATIONS SUPERVISOR, 1980-84
PHILIPPINE PHOSPHATE FERTILIZERS DISTRICT MANAGER, VISAYAS, 1984-85
LAWAAN TRADING CORPORATION GENERAL MANAGER, 1985-90
CONDOR HYDRO SYSTEMS MARKETING & OPERATIONS, 1986 - PRESENT
CAP PHILIPPINES AREA/REGION HEAD, 1998-2006
PRUDENTIAL HEALTHCARE REGIONAL MANAGER, 2006-08
MICROENSURE PHILIPPINES OPERATIONS MANAGER, 2009
FARM SYSTEMS INTL ORG VP/MANAGING DIRECTOR, 2010
JJ BUSINESS CONSULTANCY CONSULTANT - OPERATIONS
EMPOWER MARKETING CONSULTANT - TRAINING

TRAININGS/WORKSHOPS ATTENDED

MANAGING BY OBJECTIVES	FEBRUARY 1971	CEBU CITY
PROFESSIONAL SELLING COURSE I	FEBRUARY 1972	BAGUIO CITY
PROFESSIONAL SELLING COURSE II	MARCH 1972	BAGUIO CITY
CONFERENCE & MEETING LEADING	MAY 1972	BAGUIO CITY
AREA MANAGEMENT COURSE I	JUNE 1973	ILOILO CITY
SALES FORECASTING	NOVEMBER 1973	CEBU CITY
APPLIED PROBLEM SOLVING	MARCH 1974	ILOILO CITY
AREA MANAGEMENT COURSE II	MARCH 1976	DAVAO CITY
MARKETING MANAGEMENT COURSE	JUNE 1977	MAKATI
EFFECTIVE COMMUNICATION WORKSHOP	APRIL 1978	LOS BAÑOS
TEAM BUILDING WORKSHOP	FEBRUARY 1985	MONTEMAR
AGENCY MANAGERS COURSE	MARCH 1987	CEBU CITY
NEW & RENEWABLE ENERGY WORKSHOP	NOVEMBER 1997	AUROVILLE, INDIA
IMPROVING COMMUNICATION SKILLS	DECEMBER 2000	ILOILO CITY
ADVANCE COMMUNICATION SKILLS	JANUARY 2001	CEBU CITY
MANAGERIAL SKILLS & TECHNIQUES	AUGUST 2001	ILOILO CITY
TRAINING THE TRAINOR (Facilitator)	MARCH 2002	ILOILO CITY
OGSM WORKSHOP	MAY 2002	ILOILO CITY
POLC WORKSHOP	JULY 2002	CEBU CITY
ADVANCE MANAGERIAL SKILLS	NOVEMBER 2002	BACOLOD CITY
SALES MANAGEMENT COURSE (Facilitator)	NOVEMBER 2003	ILOILO CITY
TRAINORS WORKSHOP	OCTOBER 2005	MANILA
HMO MANAGEMENT TRAINING COURSE	APRIL 2006	ILOILO CITY
ROLE OF MANAGERS & WORKPLACE		
ACTIVATION (Japan AOTS)	JUNE 2009	CEBU CITY
MICRO INSURANCE STRATEGIC PLANNING	AUGUST 2009	ILOILO CITY

COMMUNITY & CIVIC INVOLVEMENT

JCI SEN. # 43829, JAYCEES SENATE INTERNATIONAL
PRESIDENT, ILOILO JAYCEE SENATE, 2007-08
NATIONAL VICE PRESIDENT, PHILIPPINE JAYCEES, 1989
MOST OUTSTANDING NATIONAL VICE PRESIDENT, PHILIPPINE JAYCEES
VICE PRESIDENT, WIND ENERGY ASSOCIATION OF THE PHILIPPINES
PRESIDENT, CENTRAL PHILIPPINE UNIVERSITY (CPU) CA ALUMNI ASSOCIATION, 1989
AVISER, CENTRAL PHILIPPINE UNIVERSITY (CPU) CA ALUMNI ASSOCIATION
NATIONAL CHAIRMAN, OUTSTANDING FARMER OF THE YEAR, 1986
SECRETARY, CPU ALUMNI TENNIS ASSOCIATION
EDITOR, ILOILO JAYCEES NEWSLETTER, 1983-84
PRESIDENT, ILOILO JAYCEES, 1984
VICE PRESIDENT, CPU HS ALUMNI ASSOCIATION, 2001
EDITOR, CPUHS ALUMNI NEWSLETER, 2001
CORPORATE REHAB RECEIVER, RTC BRANCH 34, 2002
CONTRIBUTOR, THE CPU "LINK" ALUMNI PUBLICATION
MEMBER, ROTARY CLUB OF METRO ILOILO
MEMBER, CPU ISO ACCREDITATION TEAM (CUSTOMER SATISFACTION), 2004
MEMBER, LAPAZ TENNIS AND CHESS CLUB