

# David Winston W.Tabada

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A licensed chemist with a strong background in analytical instrumentation as well as environmental monitoring and research equipment. Currently a Technical Sales Chemist with significant experience on product applications and technical aspects of various kinds of scientific equipment.



## Work Experience

### TECHNICAL SALES CHEMIST | FEB 2018 TO JUL 2022 | SIGMATECH INC.

- Awarded the 2021 Top Sales Achiever
- Developed own training materials used in installations and on-site training for various types of clients
- Conducted on-site training and refresher courses on installed equipment
- Facilitated and conducted seminars and product presentations
- Assured partner companies by developing sustainable business plans
- Expanded the company's reach nationwide by finding new customers in untapped areas.

## Education and Qualifications

### BACHELOR OF SCIENCE IN CHEMISTRY | JUNE 2017 | VISAYAS STATE UNIVERSITY

- Graduated Cum Laude with a GPA of 1.5 (highest is 1.0)
- Related coursework: Thesis Manuscript – “Free Radical Scavenging Activity of Harvested Eggplants (*Solanum melongena* L.) Cultivated With Varying Levels of Chicken Dung”
- Consistent University Scholar and Football Varsity Athlete

### REGISTERED CHEMIST | NOV 2017 |

- Successfully passed the Chemistry Licensure Exam in one take.

## Skills & Abilities

### RESEARCH AND EXPERIMENTATION

- Trained in the newest technology for X-ray Fluorescence instrument at Horiba Instruments, Singapore
- Attended trainings on analytical instrumentations accredited by the Philippine Professional Regulation Commission.
- Well versed in chemical analytical instrumentation such as elemental analysis and scanning electron microscopy.
- Trained in the operation, principles, and applications of environmental monitoring systems such as Eddy Covariance Systems, Photosynthesis systems, and Soil Gas Flux Systems
- Successfully completed my college thesis conduct: experimentation, data collection and analysis, and manuscript paper writeup, on time. Finalist in the Category of Best Oral Paper during the 5<sup>th</sup> International and 17<sup>th</sup> PSSN Annual Scientific Conference (ICoNSIE 2017)

### COMMUNICATION AND PRESENTATION

- Won 2<sup>nd</sup> place on the Best Oral Paper during the International Conference on Nature's Studies and Innovation for the Environment (April 2017)

- Conducted seminars and product presentations to clients. Presentations involve technical and marketing aspect of the product while also addressing the requirements of the clients.
- Conducted on-site training of technical and scientific instruments for clients. Training includes principles, operations, and applications.

#### **TEAMWORK AND LEADERSHIP**

- Freshman representative of the university student council (2013), Vice President of the university student Council (2014), General Athletic Manager for Sports intramurals (2014), VSU Varsity Soccer Captain (2016), representative of the University in the National Annual Student Leader's Conference in Baguio City (2014).

### **Attributes**

#### **TEAM PLAYER BUT CAN WORK INDEPENDENTLY**

- As a member of the sales team, I work with colleagues for projects that require my expertise on my product line while also looking for new clients and projects.
- As a technical sales chemist, when service team is not able to conduct the installation, I volunteer myself to minimize delays.
- Being a member of the football varsity team and the student council during college provided me a lot of experience in working in a team and individually fulfilling tasks that were assigned to me.

#### **TIME-MANAGEMENT AND MULTITASKING**

- Conduct service support, applications work, and sales activities simultaneously.
- Accomplish monthly sales report on time and conduct client visits all throughout the Philippines.
- Finished the conduct of my thesis study way ahead of the deadline and was still able to join and present my thesis study in an international conference.

#### **FOCUS AND PROBLEM-SOLVING SKILLS**

- Focused on reviewing and practicing for three months before the Chemist Licensure Exam in which I successfully passed.
- Sales work include looking for various ways to convince and get the approval of the customer.
- Besides performing sales duties, I also do applications work such as assisting the service engineers during installation, troubleshooting, and provide inputs on the experimental setup for clients.

### **Trainings, Certificates, and Awards**

#### **PHILIPPINE PROFESSIONAL REGULATION COMMISSION ACCREDITED TRAININGS**

- 1.) Scanning Electron Microscopy and Energy Dispersive Spectroscopy with Hands-On Operation and Training (May 2018 and April 2019)
- 2.) Thermal Analysis Techniques on Polymer Characterization (June 2018)
- 3.) Thermal Analysis Techniques (November 2019)
- 4.) Water Analysis Techniques Training (December 2018 and May 2019)

#### **SERVICE AND PRODUCT APPLICATIONS TRAINING**

- 1.) Service and Product Support Training of LI-COR Instruments (April 2019)
- 2.) Virtual Lecture Series on Ecosystem Flux (October 2020)
- 3.) Training on Horiba Micro-X-Ray Fluorescence Microscope XGT-7200 in Singapore (July 2019)

#### **SALES TRAINING AND AWARDS**

- 1.) Sales Training at Ariva Academy (June 2018)
- 2.) 2021 Top Sales Achiever (2021)

#### **PHILIPPINE SOCIETY FOR THE STUDY OF NATURE**

- 1.) Awarded with the Best Oral Paper Award for being the finalist in Best Oral Paper entitled Free Radical Scavenging Activity of Harvest Eggplants (*Solanum melongena* L.) Cultivated with Varying Level of Chicken

Dung, presented during the 5<sup>th</sup> International and 17<sup>th</sup> PSSN Annual Scientific Conference (ICoNSIE 2017) organized by Philippine Society for the Study of Nature

#### **SEMINARS AND CONFERENCES**

- 1.) Speaker for Seminar/Workshop under Bureau of Animal Industry entitled Harmonization of the Analytical Procedures and Instrumentation Series – Presented Heavy Metal Analysis using ICP-OES (May 2018)
- 2.) Speaker for Seminar on Introduction to Scanning Electron Microscopy (February 2019)
- 3.) Speaker for Seminar on Blue Carbon Research: Updates, Trends and Challenges and Writeshop on Blue Carbon Research 2020 – Presented LI-COR Eddy Covariance, Leaf Gas Exchange, and Soil Gas Flux Systems (January 2020)

#### **References**

##### **MR. KAYVEE KHAMIS SULEIMAN A. SUROP | SIGMATECH INC. | PRODUCT MANAGER**

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