



Republic of the Philippines
DEPARTMENT OF ENERGY

July 26, 2016
Kyselle Teh
ESFP

26 July 2016

PRESIDENT RODRIGO R. DUTERTE
Office of the President
Malacañang, Manila

THRU: **SALVADOR C. MEDIALDEA**
Executive Secretary
Office of the President

Dear **President Duterte**:

We are highly recommending for appointment **JESUS CRISTINO P. POSADAS** as **UNDERSECRETARY, DEPARTMENT OF ENERGY**.

Mr. Posadas is a graduate of Bachelor of Science in Mechanical Engineering from the University of the Philippines in 1971 and earned his Master of Business Administration from the De La Salle Graduate School of Business in 1977.

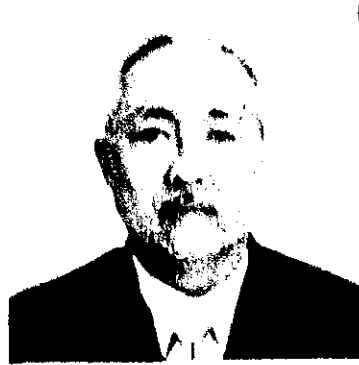
After his retirement from San Miguel Corporation in 1997, Mr. Posadas has been engaged in various energy related corporations such as Kaltimex Energy Phils, Inc and Solar Farmer Corporations, among others. With his extensive experience in the energy sector, Mr. Posadas, if appointed as Undersecretary, will be an asset to the Department.

Attached is the Curriculum Vitae of Mr. Posadas for your perusal and consideration.

Thank you.

Very truly yours,


ALFONSO G. CUSI
Secretary



JESUS CRISTINO P. POSADAS

May 21, 2016

PERSONAL PROFILE

BIODATA

Nationality: Filipino

Religion: Roman Catholic

Birth: 25th December 1947 in Paniqui, Tarlac, Philippines;
second of five sons of Miguel Estacio Posadas (a **Registered Chemist**) of La Union, Philippines and Luz Madamba Puruganan (a **Pharmacist**) of Ilocos Norte, now both deceased

Marriage: To Angelica Stella Soriano Ladaw with whom he has five sons (Jonas, Jeremias, Joaquin, Josemaria and Javier) and two daughters (Jill and Jacinta)

Residence: 29 Eagle Street, Capitol Hills Golf Subd., Old Balara, 1119 Quezon City, Philippines

Contact Numbers: Tel/Fax (632) 9322289; Email
jessppos@ymail.com

EDUCATIONAL and PROFESSIONAL ATTAINMENT

Graduate Degree: Master of Business Administration from the De La Salle Graduate School of Business in 1977

College Degree: Bachelor of Science in Mechanical Engineering from the University of the Philippines in 1971

Secondary & Elementary Education: Ateneo de Manila University Grade School and High School

Government Licenses in possession:

PRC Mechanical Engineer Registration No. 0003889

PRC Real Estate Appraiser Reg No. 0001262 (Previously License No. NCR 00464-05 REA, 3rd Placer in Licensure Exam)

PRC Real Estate Broker License Reg No. 0008315 (Previously HLURB License No. 16844 (N); HLURB Control No. 2000-157)

SEC Securities Representative
Certification Exam (April 4 & 11, 2008)

SEC Investment Company Representative
Certification Exam (Aug 24, 2007)

Insurance Commission License No. N-101870-0 (Non-Life)

Core Development Courses completed:

Energy Management System (EnMS) and ISO 50001 Standard training conducted by UNIDO EnMS International Experts under DOE's Philippine Industrial Energy Efficiency Program, Sept 2012 to Dec 2013 to be awarded the Certificate as "**National EnMS Expert**" by UNIDO and DOE

Training for **National Experts on Developing Bankable Energy Efficiency Investment Projects** conducted by International Institute for Energy Conservation for UNIDO and DOE, May 23-24, 2016

Conventional Power Plant Technical Workshop conducted by TUV Sud, August 29 2014

"Professional Energy Manager (PEM) Development Path" on-line courses at Energy University by Schneider Electric (208 hours/89 lessons w/ grade of 94%), Dec 2013

Certified Financial Consultant (CFC) Program (Corporate Finance and Valuation) of the Institute of Financial Consultants of Vancouver, Canada in April 2009
Registered Financial Planner (RFP) Program of the Registered Financial Planners Institute of Ohio, USA in July 2007
One Year Course in Trust Operations and Investment Management at the Trust Institute Foundation of the Philippines - Graduate with Excellence (3rd Place, Cumulative Average of 95.5%) in 2004

Real Estate Appraiser's Course, Center for Appraisal Studies,
Oct 2004
Real Estate Broker's Course, Urban Institute, Sept 2000
Conference on Logistics Excellence: Prerequisite to competitive
advantage, SMC, Sept 1992
**Executive Program on Materials Management and Physical
Distribution at the Penn State University (USA) in 1985**
Strategic Purchasing Seminar, Institute for Int'l Research, June
1984
Management Problem-solving & Decision-making Seminar,
Kepner/ Tregoe, Nov 1982
Marine transport and shipping operations, Univ of Phil
Transport Institute, March 1982
Profession of Management Seminar, Louis A. Allen &
Associates, August 1977
Management Consulting Course, Organizational
Effectiveness, Inc., April 1977
Value Analysis and Engineering, De La Salle Univ, May 1975

WORK EXPERIENCE

Experience since early retirement from San Miguel Corporation in Feb
1997 up to present

Technology and Energy Management Director, Kaltimex
Energy Philippines, Inc.
(From Jan 2016 to present)

Independent Energy Efficiency Consultant, Cofely
Philippines
(From May 2014 to Nov 2014)

**Certificated National Energy Management System
(EnMS)/ISO 50001 Expert by Dept of Energy & UNIDO**
(December 2013 to present)

Business Management
(Mar 2012 to present) CFO and EVP, Solar Farmers
Corporation (a start-up **Solar PV business development**
company)

Management Consultancy
(June 27 2014 to August 26 2014) -- Consultant to National

Food Authority re Operations & Commodities
(Aug 2010 to July 2011) – Consultant to National Food
Authority re management and systems review and reform
(May 2011 to Oct 2011) – Consultant to Thunderbird
Resorts Inc re business strategy and franchise relationship

Commodities Consultancy/ Brokerage

(Oct 30 to Nov 11 2015) – **Consultancy re
Philippine ethanol industry** to Informa
Economics for US Grains Council

(June 2011 to May 2012 – **Consultancy re Biodiesel
sales** to JNJ Oleochemicals Inc

(Jan 2000 to Dec 2000) – Advised Jibsen International
Trading in competitive bidding through Top Glory
Trading Co. Ltd of Hongkong

(Nov 1999 to Sept 2009) - **Consultancy re fuel & lube
sales** for Pilipinas Shell Petroleum Corp with Globus
Industrial Exchange Corp.

(Feb 1999 to Oct 2001) - President, 818 Commodities
and Logistics, Inc. re soybean meal sales for
UnicoopJapan, a trading subsidiary of Zen-noh
(Japan's largest Federation of Agricultural
Cooperative Associations)

(June 1997 to Dec 1998) - President, Eastgate Supply,
Inc. re sales of copra cake, crude coco-oil, acid oil for
the CIIF Oil Milling Group (composed of the
following corporations - Legaspi Oil Co., Inc;
Granexport Manufacturing Corp; Cagayan de Oro
Oil Co., Inc; San Pablo Manufacturing Corp;
Southern Luzon Coconut Oil Mills; United Coconut
Chemicals Inc.)

Ocean Freight Brokering

(June 2001 to Dec 2002) – **Consultancy re Ocean
Freight** with Southwest Maritime Corporation/ Asia-
Pacific Chartering Phils. Inc as chartering agents in
brokering ocean freight for Hyundai Merchant
Marine, Changbai Shipping, U-ming Transport

Shipping, Jebesen Orient Shipping (Panamax/Handy-size vessels)

Properties Consultancy

(Feb 10 2014 to Dec 31, 2016) – Member of the CHED Technical Committee for Real Estate Management

San Miguel Corporation (Jan 1974 to Feb 1997)

Vice-President, Strategic Purchasing Director of San Miguel Foods, Inc (SMFI) from 1991 to early retirement in Feb 1997

Assistant Vice-President, Agricultural and **Industrial Commodities Purchasing Manager** of San Miguel Corporation from 1980 to 1991 (involving sugar, grains, fruits & dairy, **fuels, plastic containers, industrial chemicals**, etc.)

Central Carbon Dioxide Supply Manager of San Miguel Corporation from 1978 to 1980

Materials Research & Information Head of SMC , 1977 to 1978

Carbon Dioxide Distribution Head, 1975 to 1977

Materials Identification & Coding System Analyst, 1974

Prior to stint at San Miguel Corporation

Director (family corporation), Lube Oil Marketing Co., Inc. (Getty Oil (Phils), Inc petroleum products distributorship) and Mepco Industries (liquor manufacturing and selling) from 1974 to 1978

Wholesale Sales and Technical Services Engineer, Getty Oil (Phils) Inc. from 1971 to 1974

ACHIEVEMENTS

President, 42nd Comprehensive Real Estate Appraisal Class (Oct 1994)

President, Class 2003-2004 Trust Operations & Investment Management Course

Director, Vice-President and President of the Purchasing and Materials Management Association of the Philippines (PMMAP) from 1983 to 1987 (PMMAP is now renamed Philippine Institute of Supply Management)

Director, De La Salle MBA Inc. from 1985 to 1986
Lecturer on Materials Management at the Ateneo Graduate School of
Business, Filipino-Chinese Chamber of Commerce, Jose Rizal
College Graduate School from 1981 to 1982
Fourth Degree, Knights of Columbus (Sta. Rita Council 4610)
Treasurer and President, Kiwanis Club of Metropolis from 1983 to
1985; received Outstanding President Award from Kiwanis
International

OTHER DEVELOPMENT ACTIVITIES ATTENDED:

- Resource Speaker, Two-day Industrial User Training on EnMS based on ISO 50001 Framework, Feb 19 2014
- 1st IBM-Philippines Technical Training on Business Analytics participant, May 2013
- **3rd Philippine Energy Efficiency Forum** attendee, July 2012
- PV-Solar Business orientation in Brisbane (Australia), April 2012
- Asia Mining 2012 Conference attendee in Singapore, Mar 2012

- Valuation
 - Certificate in Investment Performance Measurement, April 2009
 - International Valuation Standards, Dec 2008
 - Valuation for Financial Reporting, January 2007

- Logistics
 - First SMC Shipping training (Freight negotiation & chartering), SMC, Sept 1989
 - Bulk grain storage/grain drying seminar, Grains Systems, Inc, Aug 1992
 - Customs procedures and practices, DBA Consultants, May 1987

- Commodities Purchasing
 - Advanced purchasing & supply management seminar, Owen Davies Consulting Group, Jan 1987
 - How to forecast seminar, CRC Economic forecasting unit, Mar 1988
 - **Phil Energy Program/outlook**, Petrophil, Oct 1984

- **Second Asean Conference on petroleum (ASCOPE)**, Oct 1981
- First Nat'l energy management course, DAP and BEU

- **General Management**
 - 8th Phil Productivity congress "Making Quality a way of life", Oct 1989
 - Quality Management System briefing, Barra International
 - Management of performance systems, Kepner/ Tregoe, June 1982
 - Time management seminar, L. Lang, Nov 1981
 - Budgeting seminar, SMC, Jul 1981
 - Strategic Planning seminar, Odiorne, Jun 1981
 - Performance evaluation, SMC, May 1978
 - Management of quality, Dr. Sandholm (UNIDO), Feb 1976
 - Management Development/Performance Appraisal, SMC, Dec 1975

- **Consulting & Communicating Skills**
 - French Level 1, Alliance Francaise, Dec 1989
 - Reading dynamics course, PROSEC, Jan 1979
 - Effective counseling techniques, SMC, Jul 1978
 - Meeting effectiveness, SMC, June 1978
 - 1976 trainers program, Organizational effectiveness, Inc., Jun 1976
 - Dale Carnegie Course, Executive Training Institute of the Phils, Feb 1975

- **Safety, Environment, Others**
 - **First Nat'l Safety convention**, SMC, Oct 1978
 - **Information security seminar**, SMC, Nov 1977
 - First Mechanical Engineers conference, PSME, Oct 1977
 - Corporate environmental pollution control, SMC, Feb 1977

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