



## PROFILE

Leadership and Management Experiences. Troubleshooting of injection molding machine and casting machine for sanitary wares. Machines as: JSW molding machines, Arburg molding machines – Germany, MA2700 Haitian China.

## DETAILS

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Passport no. P8595579A  
Place of Issue PCG Dubai  
Date of Issue September 4, 2018  
Expiry Date September 3, 2028

Nationality Filipino

## SKILLS

- Computer literate with troubleshooting knowledge.
- Proficient in Microsoft office applications.
- Food and beverage with pre and post catering, organizing, and decoration services (Family business experience in the Philippines)

# WINSTON CASTILLO CHAVEZ

Production/Manufacturing, Sales/Marketing

## EDUCATION

**Polytechnic University of the Philippines, Batangas, Philippines**  
Bachelor Degree Business Administration Major in Marketing  
June 1992 – April 1996

## WORK EXPERIENCE (From Recent)

### 1. Assistant Sales Manager – Al Talaki General Trading, UAE

Business Trading  
February 19, 2019 – August 29, 2020

- Optimizing profits by controlling cost. Hiring and training sales associates.
- Monitoring inventory and ordering materials based on sales demand.
- Formulating visual plans. Maintaining an overall management style that follows company best practices.
- Ensuring product quality availability. Maintaining health and safety protocols.

### 2. Production Supervisor / Procurement Logistic Officer / Sales Executive Technical Aluminum Foil Company – UAE

Manufacturing / Production  
December 2017 – December 10, 2018

- Directly responsible for flow of production of foil materials, production planning in accordance with the sales demand, preparing production report, involved in marketing strategies for selling plastic products.
- Responsible for dispatching produced materials, its mode of delivery, date and location of delivery.

### 3. Production Supervisor – Falcon Pack, UAE

Manufacturing / Production  
November 15, 2015 – November 15, 2017

- Responsible for checking the overall production and maintenance of operating plastic molding machines as MA2700 Haitian China Plastics machinery and Arburg Allrounder 630S.
- Read specifications to determine setup and prescribed temperature and time settings. In charge for the inventory off all products made in the production line. Manual and automatic machines were being handled whenever needed.
- Inspects products from surface defects and flaws thus ensure conformance to specifications.
- Ensure 100% quality of products for customer satisfaction.

## LANGUAGES

**Tagalog**  
Native



**English**  
Business Fluent



**Mandarin**  
Proficient



## ADDITIONAL FUNCTIONS

- Internal Auditor for Laboratory
- Committee for 5S Housekeeping and Safety
- Committee for Energy Consumption

## TRAINING & SEMINARS

Lab Internal Audit ISO/IEC 17025; 2000  
John Clemente PTTC Bldg. Roxas Blvd,  
Philippines  
September 28, 2004 – September 30, 2004

Technical Observation in work Parameters  
TOTO Inc., Kukora Japan  
October 16, 2003 – November 27, 2003

Fire Safety and Protection Training Bureau  
of Fire Protection  
Shell Petroleum Plant – Batangas,  
Philippines  
March 8, 1998 to March 12, 1998

Technical Hands-on Training on Sanitary  
Products  
Siam Sanitary Ware Inc., Saraburi, Thailand  
April 18, 1997 – October 18, 1997

## REFERENCES

Available on Request

### 4. Production Supervisor – Unitech Technology YEH Corp.

Tainan, Taiwan

Manufacturing / Production  
April 2010 to December 2014

- Ensure efficient use of resources (labor, materials and equipment) to manufacture quality products at lowest possible cost.
- Supervise and coordinates the activities of employees on assigned shift.
- Crew machines to cover vacations, absence metric expectations for Assigned shift. Sigma, Kaizen events and manufacturing.
- Coordinate production scheduling on shift to meet customer demands, manage overtime, minimize inventory, and reduce costs.
- Coaches, counsels or disciplines personnel as needed.
- Recommend disciplinary action to production manager.
- Identify propose and implement capital projects to improve operational Performance.
- Prepare or approve required shift document for production reports, time Cards etc.

### 5. Technical Support – ePLDT Ventus – Manila, Philippines

Call center / IT – Enabled Services / BPO  
February 2009 – October 2009

- Responsible for accepting calls from the clients. Conducts troubleshooting to restore connection. Coordinates to network support group for possible enhancement of the connection. Provides information to educate clients.

### 6. Injection Machine Operator - Waffer Technology Corporation, Taoyuan, Taiwan (Manufacturing / Production)

October 2006 – September 2008

- Set up and operates injection molding machine to cast products from thermoplastic materials install molds on machine, according to work order specification, using clamps, bolts and hand tools. Sets machine controls regulating molding temperature, volume of plastic, molding pressure and time according to knowledge of plastic and molding procedures. Sets robot parameters for removing products from the mold. Injects plastic materials to mold by control board. Dumps premixed magnesium powders or pellets into hopper and starts machine. Mix thermoplastic materials and coloring pigments in mixing machine according to formula. Makes reports of production output.

### 7. Production Supervisor – Siam Mariwasa Toto Inc., Batangas, Philippines

Manufacturing / Production  
April 1997 – February 2006

- Plans, Leads, organize and control the production operation of casting section. Manages and schedules the resources to assure support the operation. Develop proficiency in the application of technical skills in the function area. Oversee casting operation and ensure effectiveness of subordinate's performance in the accomplishment of tasks and assigned set objectives. Impel subordinates to work towards highest productivity. Ensures efficient performance of machinery and equipment including instrumentation's essential to operation of the section. Inspire and encourage subordinates to improve their knowledge, attitudes and skills. Able to see and cultivate subordinates' potential growth and development and help in the training and honing of their skills. Ensure strict adherence to company's safety and health guidelines and procedures. Prepare ISO documents.

