JEROMY PAZ CAPSA

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Sales Engineer – Energy Monitoring & IIoT

BS Mechanical Engineering graduate working since 2021 across semiconductor production, measurement instruments and smart energy systems. I scope and sell energy metering and IoT monitoring for hotels, buildings and a government agency, and I build the cost-and-savings case for each client myself, using only figures I can source.

My working habits come from process engineering: statistical process control, root-cause analysis and 8D. I want to build my career in the international energy sector.

WORK EXPERIENCE

Tensei Philippines Inc. **05/2025 - Present**
Sales Engineer

- Revived new sales: joined after about two years without new sales; rebuilt proposals around each client's own costs and savings, and closed the first new project within six months (water-leak monitoring for a commercial office building).
- Smart energy metering for a hotel; the client has requested a second phase.
- Designed and documented the alert logic for building monitoring (water leak and BMS alarms): on sites without internet, alarms are handled on the local gateway and set off strobe alarms in the BMS room and a local dashboard. Built by the development team.
- Run a pipeline of hotels, property developers and a government agency, from site survey to technical proposal and quotation to handover to the operations team.
- Handled the quotation, bonds and contract details for a solar-powered hydrology monitoring project with a civil-infrastructure client, and prepare vendor accreditation documents for corporate clients.
- Took over marketing: found most of the Google Ads budget was reaching students and job seekers, fixed the tracking and rebuilt the targeting; wrote the website content plan and a company-wide review of stalled sales, several of whose recommendations management adopted.

Acez Instruments Philippines Corporation **05/2024 - 05/2025**
Sales Engineer

- Sold temperature and humidity monitoring for clean rooms and cold storage to pharmaceutical and manufacturing clients, where every solution had to meet strict monitoring and compliance requirements (e.g. 21 CFR Part 11).
- Recommended industrial dehumidification systems for HVAC applications after client site visits.
- Coordinated with the CAD, Operations, Accounting and Dispatch teams from client inquiry and quotation through purchase order and delivery.

Cusmiz **05/2023 - 11/2023**
E-Commerce Branding & Strategy Specialist

- Digital Storefront Strategy: Developed visual branding strategies and digital assets to scale B2B e-commerce presence.
- Brand Identity: Managed the creation of cohesive branding materials and custom patterns to improve product recognition across competitive marketplaces.
- Visual Communication: Executed high-quality product visualization and mockups to enhance customer conversion rates.

Pinoy Homebased Dads (PHDADS) **06/2022 - 03/2023**
Business Development Specialist

- Ran cold email campaigns and lead nurturing for B2B prospects.
- Planned and scheduled social media content to grow organic engagement.

ROHM Electronics Philippines, Inc. **04/2021 - 06/2022**
Product Process Engineer

- Tracked rejects with statistical process control (SPC) and ran failure analysis on the top defects to improve yield.
- Monitored OEE, MTTR and MTBF for production equipment.
- Drew AutoCAD floor layouts for production expansions.

POSCO-Philippine Manila Processing Center, Inc. **06/2019 - 08/2019**
Facility Maintenance Engineer Intern

- Assisted in the preventive maintenance of steel processing machinery.
- Updated the fire alarm system layouts and schematics.

EDUCATION

Bachelor of Science in Mechanical Engineering
Colegio de San Juan de Letran Calamba 06/2015 - 07/2020

CERTIFICATIONS

All you need to know about humidity calculations – Vaisala

Benefits of Science-based measurements in HVAC systems – Vaisala

Effective Alarming for Cold Storage – Vaisala

How Continuous Monitoring & Building Management Systems Support Monitoring, Compliance & Control – Vaisala

SKILLS

Technical: IoT solution architecture (monitoring and alert systems) · energy and smart metering · building management systems · IoT monitoring (water leak, energy, temperature and humidity) · clean-room and cold-storage monitoring · AutoCAD

Business: technical proposals and quotations · cost-and-savings (ROI) analysis · site surveys · project handover · vendor accreditation · B2B digital marketing (Google Ads)

Methods: statistical process control (SPC) · 8D and root-cause analysis · failure analysis · OEE, MTTR, MTBF

Tools: Microsoft Excel and Office · Asana · AI tools (Claude, Gemini) for research and drafting

LANGUAGES

English – fluent (university studies taught in English) · Filipino – native