

# JAY Y. YUVALLOS

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Believes in integrity towards all, from friends to business associates, and even to employees. Happily married with four children.

## KEY SKILLS

Leadership Development • Customer Satisfaction • Engineering & Manufacturing

**Business Growth** Developed and built businesses from start-up to generate increased sales annually; established strong account customer base.

**New Market Development** Opened markets ahead of competition, overcoming customers' concerns about product viability through a combination of techniques.

## PROFESSIONAL HIGHLIGHTS

### **PRESIDENT, Interior Basics Export Corporation, 1996 – Present**

IBEC is a relevant and successful furniture export company prior to recession providing classical wooden furniture pieces, with worldwide reach throughout Europe, Asia, and North America. Currently, IBEC also caters to local clients for interior renovations.

IBEC started as a furniture subcontractor in Cebu in 1988. From a humble beginning, it grew increasingly productive and competitive evolving into a successful independent furniture export company in 1996. IBEC maintained a loyal clientele in the United States, Canada, Australia and Europe.

### **PRESIDENT, YZ Global Resources Incorporated, 2007 – Present**

Headquartered in Cebu, YZ Global "U-Value brand" is one of the largest fixture companies in the Visayas, distributing, manufacturing and refurbishing over hundred different products including store fixtures, specialty products, heavy-duty racking, wire and wood displays. YZ Global sources its materials and supplies across USA, and Asia.

### **PRESIDENT, Infinite Horizons Incorporated, 1999 – 2007**

Philippine Master Franchisee of Charles & Keith, the eponymous fashionable shoe brand from Singapore which was launched in 1996. Charles & Keith has made significant growth, and to date, covers more than 200 stores across 26 countries. Infinite Horizons sold the mother franchise license after developing the brand in the country.

### **TREASURER, MEDGRUPPE Polyclinics & Diagnostic Center, Inc., 2007 – Present**

Prime Care CEBU, an Immediate Medical and Dental Care Center located at the 2nd level of SM City Cebu, North Reclamation Area, Cebu City, offers full Laboratory Services, Dental, Radiology, Consultation, Minor Surgery and other Medical Services.

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## **BUSINESS ORGANIZATION CONTRIBUTIONS**

### **MEMBER, BOARD OF DIRECTORS, PHILIPPINE EXPORT-IMPORT CREDIT AGENCY (PHILEXIM), 2012 - Present**

The Trade and Investment Development Corporation of the Philippines (TIDCORP) also known as the Philippine Export-Import Credit Agency (PhilEXIM), is a government owned and controlled corporation attached to the Department of Finance.

### **PHILIPPINE REPRESENTATIVE SME, ASEAN BUSINESS ADVISORY COUNCIL, 2011 – Present**

ASEAN-BAC members are appointed by their respective Governments comprising high-level CEOs of companies from each member country and represented by 3 members per member country, with one representing the interest of small and medium size enterprises. Government focal points, at the Ministerial level, have been assigned to assist ASEAN-BAC to fulfill its mandate. In carrying out its objectives, ASEAN-BAC holds regular meetings across ASEAN countries and engages in various ASEAN level forums to meet up with government and private sector representatives so that all stakeholders concerned have full understanding, acceptance and ownership of the ASEAN integration process. Various Committees under ASEAN-BAC have been formed to meet its mandate.

### **PRESIDENT, The Confederation of Philippine Exporters Foundation (Cebu), Inc., 2008 – 2010**

From a Vice President from 2005-2007, was elected as President from 2008. Philexport Cebu takes a proactive role in helping the government create export friendly policies, simplify export procedures and reduce the cost of doing export business in the Philippines. Philexport also takes the lead role in strengthening the alliances among export related industries, government agencies and non-governmental organizations to make Philippines a globally competitive exporting country.

Major Projects Handled:

#### **Philexport Development through Foreign Alliances**

Private Enterprise Accelerated Resource Linkages - Pearl2 Project is funded by the Canadian International Development Agency (CIDA) which supported the development of Philippine Small and Medium Enterprises (SMEs).

Centre for the Promotion of Imports from Developing Countries (CBI) is an agency of the Netherlands Ministry of Foreign Affairs, operating within the policy framework set by the Minister for Development Cooperation, its main objective being to contribute to the economic development of selected developing countries by assisting enterprises and business support organizations (BSOs) to enhance their export capabilities, and promote their exports of goods and services to the European Union (EU).

#### **Business Support Organization Development (BSOD) Program**

The program comprises two modules: Institutional Development and Organizational Strengthening (IDOS) and Export Marketing and Management (EMM). After more than a year, the results of the program are heartwarming. To name a few: The organization has made substantial progress in rightsizing the organization and improving its office systems and standardizing its work processes. The organization enjoys enhanced visibility in the BSO and donor environment and has strengthened its relations with the sector stakeholders. Strategy sessions have been held with sector stakeholders and sector export marketing plans have been drafted. Also, it has started a market information service and has facilitated the training of 41 Local Export Experts (LEEs).

## **VICE PRESIDENT, Cebu Chamber of Commerce and Industry (CCCI), 2008 – 2010**

Elected as VP for Business Development & Management Services. Cebu Chamber of Commerce and Industry is committed to strengthen the capabilities of members through advocacy, linkages and synergy for the global competitiveness of Cebu business and its people. The Chamber is one of the biggest and most prominent chambers of Commerce in Cebu and the Visayas.

The Business Development & Management Services Division (BDMSD) is tasked with the realization of business improvement, not only for CCCI members but also for non-member clients. The BDMSD is chiefly mandated to support CCCI's operational sustainability. This is done through its various projects such as Fairs & Exhibits; Trainings, Seminars and Fora; Trade Missions; Institutional Development; Business Support Services; and a host of other special projects.

Major Projects Handled:

### **Cebu Business Month 2009**

Cebu Chamber of Commerce and Industry (CCCI) has organized Cebu Business Month (CBM) to celebrate the significant achievements and leadership role that Cebu businessmen play in enterprise development, socio-economic prosperity and nation building. CBM evolved out of the need for businessmen and entrepreneurs to convene in one venue for a significant length of time to share best practices and technologies and showcase products and services where possible tie-ups can be forged. It has the primary purpose of enhancing business and effecting wide-scale economic development especially among the small and medium scale enterprises. Now, it is Cebu's biggest and finest business festival.

### **Beauty & Wellness Show 2008**

CCCI is helping develop the health and wellness industry in Cebu through the Beauty, Health and Wellness (BHW) show. Compared to other year's show which concentrated on services like massage and spa, BHW 2008 program featured new concepts and products like different forms of exercises and health supplement.

## **PRESIDENT, Cebu Furniture Industries Foundation, Inc, (CFIF), 2003-2005**

Started as a Trustee in 1999 before becoming President in 2003. The Cebu Furniture Industries Foundation, Inc. (CFIF) is a primary industry support organization of furniture manufacturers and exporters in the Philippines. It acts as the voice of the country's furniture export industry and serves as its rationalizing body, guiding its developmental efforts and providing a venue for discussion and resolution of industry-related issues.

Major Projects Handled:

### **Chairman, Cebu X, 2001-2003**

Cebu International Furniture and Furnishings Exhibition, or popularly known as Cebu X, is the "homelifestyle design destination of Asia" for its avant garde and boutique style presentation of high-end and quality made furniture made by Filipinos for the international market.

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## INTERNATIONAL TRAININGS AND CONFERENCES

ASEAN-BAC	ASEAN Business and Investment Summit Bali, Indonesia 2011 Phnom Penh, Cambodia 2012 Bandar Seri Begawan, Brunei 2013  ASEAN-EU Business Summit Jakarta, Indonesia 2011 Phnom Penh, Cambodia 2012 Hanoi, Vietnam 2013  ASEAN-BAC 43 <sup>rd</sup> Meeting Malaysian Business Award Malaysia May 21, 2011
CBI	Training on EU Export Marketing & Management for Phil. Local Experts Cebu, Phils.; Rotterdam, The Netherlands; Frankfurt, Germany 2007 to 2008  TOPIX Conference – “Creating Smart Networks Between BSO’s Rotterdam, The Netherlands, October 2008  TOPIX IV Conference – “Collaborating in Smart Networks” Rotterdam, The Netherlands, June 2007
APO	Asian Productivity Organization/Development Academy of the Phils. “Venture 2002: Asian Forum on Venture Business” Osaka, Japan, September 2002
Anthony Robbins	Unleash The Power Within, Singapore, September 2004 Mastery University Date With Destiny, Gold Coast, Australia, April 2005 Wealth Mastery, Singapore, July 2005 Life Mastery, Namale, Fiji, January 2006

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## EDUCATION

Tertiary	University of San Jose-Recoletos, Cebu City Bachelor of Science in Commerce-Accounting
Secondary	Southwestern University, Cebu City
Elementary	Cebu City Central School