

Contact

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(LinkedIn)
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Top Skills

Strategy
Business Development
CRM

Alex Timbol

Creating the Possible

Metro Manila, National Capital Region, Philippines

Summary

To build a startup incubator, one starts with the concept and considers how it fits in with the needs of the principals, how it should interact with other incubators and the startup community, and how it should differentiate itself.

Elastos in the Philippines has grown awareness and its communities among young developers and software partners at an unprecedented pace. In less than a year, we have established active elastos communities in a dozen colleges throughout southern and central Luzon and the National Capital, we are also active contributors to the development community.

My blog at <http://maccess.blogspot.com> contains published articles on economics, government policy, public safety, and health.

Look me up if you need an insider's view of Asia, or if you will be visiting the Philippines. I am in the Philippines, my native country, but I do work throughout the region.

If you're familiar with the Corporate Fable about CEOs who get advise from a guy with a small shop off the beaten track: I'm the guy with the small shop. UPDATE: I rejoined Institutional stockbroking at the local affiliate of a leading regional stockbrokerage in 2007, the entire network was acquired by Maybank in 2011, and I left the brokerage industry in 2014, shortly before the Index peak in April 2015 to explore industry in the growing online trading and crypto spaces.

I'm in networking mode right now at LinkedIn, so if you are in an industry with some synergy with my passions, send me an invite.

My passions are: Economics and appropriate policy responses to the crisis, working with students, developing micro-entrepreneurs, and developing neighborhood business.

Update: Hong Kong is my favorite City. I've worked there before and will consider serious offers for a Senior posting that includes modest housing.

YM: alextimbol@yahoo.com

Skype: alextimbol

Specialties: Thinking out of the box, Getting things done, Starting up, Second stage business development.

Experience

A Startup Incubator

Concept Developer

March 2021 - Present (3 years 11 months)

Philippines

Together with Krisha Amada, we are building a Startup Incubator to identify and uplift Filipino Ideas.

Elastos Foundation

6 years 5 months

Partnerships Manager - Philippines

January 2019 - Present (6 years 1 month)

Philippines

Adviser to the Community Organizer for Philippines

September 2018 - Present (6 years 5 months)

Philippines

Guided and assisted the Philippine Community Organizer of Elastos in introducing the blockchain technology to the Philippine community, conceptualizing and strategizing the event, including pre- and post- event activities.

Police Matters in Law Facebook Group

Administrator/Editor

January 2015 - Present (10 years 1 month)

Philippines

PMIL has over 35,000 members, including police officials and officers, members of the judiciary, and legal luminaries.

I provide balanced reporting and editing on incidents and issues involving security and law enforcement

Maccess Corporation

President

November 2002 - Present (22 years 3 months)

Maybank ATR Kim Eng Securities

Business Development & Foreign Institutional Sales

October 2007 - July 2014 (6 years 10 months)

Makati City

Tasked to broaden direct foreign client relationships and the point person pushing the Philippine product to the sales desk of Kim Eng's Global Network.

Mapua IT Center

Chief Coordinating Officer

September 2002 - March 2003 (7 months)

Mapua IT Center is a subsidiary of the Mapua Institute of Technology, the Philippines' best known technical & engineering college.

- # Addressed strategic & structural issues within the startup business.

- # Identified training & collaboration partners, & pursued joint-ventures in Interactive Software, OpenSource, and Database technologies.

- # Identified synergies with other YGC companies <http://www.ygc.com.ph>, the Philippines' largest financial conglomerate.

- # Tasked to review group IT deployment plans, resulting in cost-savings & improved resource utilization by the integrating opensource and proprietary solutions.

- # Advised YGC takeover of EDSAMail, <http://www.edsamail.com>, revising the messaging services provider's strategy to fit in with YGC objectives.

- # Created blueprints and guidelines for Asian Venture Capital Funds.

- # Assisted partner company, Software Ventures, Inc. <http://www.svi.com.ph>, a business outsourcing provider, explore overseas financing options.

All AsiaSecurities Management Corporation

5 years 9 months

Senior Independent Agent

June 1998 - December 1999 (1 year 7 months)

- # Shifted to a purely performance-based payscale developed while Director.
- # Continued to service selected foreign institutional and selected high-net worth clients.
- # Following the Asian Crisis, warned off foreign institutional clients, explaining that near term activity will be in less than institutional grade issues. Further predicted that an Asian Revival will be driven by a massive rise in economic activity in China, rather than a Japanese recovery, which was the then current expectation.
- # Continued as Adviser to All AsiaSecurities on strategic issues.

Vice-President, Sales and Dealing

April 1994 - June 1998 (4 years 3 months)

- # Developed Internet Strategy to slash costs & expand market reach.
- # Segregated retail marketing & institutional sales, identifying service differences, compensation plans & appropriate technologies. Developed performance compensation for retail agents, with financial controls encoded into trading systems allowing the company to expand to 100 retail agents by 1999.
- # Handled sales to overseas institutionals & oversaw domestic institutionals, improving Asiamoney ranking to best domestic stockbrokerage house (1996).
- # Organized the Philippines# first ever broker lunches providing a venue for domestic fund managers and visiting foreign fund managers to meet with CEOs and CFOs of listed companies.
- # Planned & led Multimedia Roadshows in Hong Kong & Singapore for primary & secondary Philippine equities.
- # Arranged placements for large blocks of listed securities, developed equity-linked instruments to meet unique client requirements, and provided valuable inputs for Corporate Finance.

Crosby Securities (HK) Ltd./SG Securities (HK) Ltd.

Institutional Sales - Asian Emerging Markets

April 1992 - April 1994 (2 years 1 month)

- # Increased average monthly Philippine turnover 20-fold from below USD 850Ts to USD 17Mn, paving the way for the opening of SG#s Philippine office in April 1994.
- # In 1993, CSL ranked sixth in Euromoney survey of Philippine Brokers, vs. no ranking in previous surveys.
- # Initiated & carried out CSL#s first Philippine underwriting roles with the IPOs of Filinvest Land, Inc., Benpres Holdings Corp. Conv. Bond, & Filinvest (Cayman) Ltd Conv. Bond.

- # Sourced, marketed, and placed portions from the public offerings of PLDT Conv. Prefs., ICTSI Conv. Bonds, and equity offerings of House of Investments & Universal Robina Corporation.
- # Assisted in the formation of a China Venture and Mezzanine Capital Fund.

Pryce Securities, Inc.

Institutional Salesman

March 1990 - March 1992 (2 years 1 month)

- # Developed from scratch a client base of retail accounts and overseas institutional clients, several of whom continue to correspond up to this day on Asian issues.
- # Conducted Philippine Equity Roadshows in Hong Kong.

SOCIAL DISTORTION New Wave Mobile

Technical Specialist

August 1985 - August 1991 (6 years 1 month)

NCR - National Capital Region, Philippines

SD is known for introducing New Wave Music into the Philippine event scene, and providing a launch vehicle for The Dawn, a legendary local band.

San Miguel Corporation

Public Affairs Assistant/Project Planner

July 1986 - March 1990 (3 years 9 months)

- # Planned and implemented countryside entrepreneur programs with the Asian Institute of Management and Philippine Business for Social Progress (NGO).
- # Liased with local governments in both rural and urban areas.
- # Planned & led disaster relief operations as team leader of emergency response groups composed of doctors, nurses and logistics personnel.

Education

Ateneo de Manila University

A.B., Economics, Math-ComSci · (1982 - 1986)

Colegio San Agustin-Makati

High School · (1979 - 1982)

Far East Military Academy

First Year High School · (1978 - 1979)

De La Salle University
Grade School · (1972 - 1978)