

# ANDREW MAÑACOP

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## EDUCATION

**One League | Global**  
Stanford Online Certificate of  
Achievement in Innovation &  
Entrepreneurship

One League is a global education institution connecting the world's highest potential change-makers to world-class education and opportunities to realize global impact.

**Mapua Institute of Technology | Manila, Philippines**

Bachelor of Science in Electronics and Communications Engineering  
**2007-2012**

Awarded Best Presenter National Annual Thesis Colloquium

## HONORS & AWARDS

- Top 100 Startups in the Philippines
- Finalist, The Final Pitch, CNN Philippines
- Pitch Contest Winner, AWS Global EdTech Accelerator

## SKILLS & CERTIFICATIONS

- Cisco Networking and Internet Protocols
- Pedagogical Design
- Systems Architecture
- Cloud Services
- Management & Leadership
- Business Operations & Strategy
- Forward Thinking & Calculated
- Marketing and Campaign
- Leadership
- Conflict Resolution
- Public Speaking
- Strong People Skills
- Adaptability
- Web Development
- Networking
- Teaching and Training

## LEADERSHIP & COMMUNITY

- Core Team, EdTech Alliance in the Philippines
- Core Team, Victory Ubelt Reviewee Services

## PERSONAL

- Fluent in English and Filipino
- Passion for Education
- Loves playing MOBA - PC

## SUMMARY

An accomplished Electronics Engineer who worked in the field of Education and Technology for more than 8 years. He was a Licensure Exam Review Instructor and a Professor on Top Universities like Mapua Institute of Technology and FEU Institute of Technology at the same time. He then switched to entrepreneurship and innovation to explore in the field of digital advancements and information technology. To date, he is enjoying his growth as an entrepreneur and continually mature to convert his startup companies into sustainable and significant industries in the country.

## EXPERIENCE

### Makarius Smart Learning | Manila, Philippines

**Chief Executive Officer | 2020 - Present**

- Increased revenue of company to 500% in a 3-year span
- Spearheaded creating culture and ensuring quality in each department to reduce stagnation and increase growth and productivity.
- Directed evaluation of financial, operational, and sales structures to plan improvements ensure 40% profit margin and increased operating frequencies.
- Built local and international partnerships that would slingshot company's growth, involvement, reach and revenue through open market opportunities and collaborations.

### Makarius Gaming Services | Antipolo, Philippines

**Director | 2021-Present**

- Enabled the company to be the first in the Industry ever approved and accepted by
- SEC through business plans, writing and presentations.
- Developed a system that enable efficient collection of in-game assets and selling it on the company's e-commerce platform.

### Advanced Review Solutions | Manila, Philippines

**Chief Operating Officer | 2021 -Present**

- Offered a fresh and innovative way of delivering online and hybrid lectures to Accountancy Graduates that is proven by increase of passing rate on the National Licensure exam by 300%.
- Enabled the business to be the only review center accredited by the Professional Regulatory Board to deliver Refresher courses in the country due to accelerated learning processes and proof of concept from schools and universities.

### D&J Trading OPC | Antipolo, Philippines

**Director | 2022-Present**

- Built network and connections in the Fuel and Consumer goods within the first quarter of operation building close and secured relationships from Big Ticket Suppliers and Consumers.
- Devised a system and software architecture to simplify and straighten out supply chain management, point-of-sales and accounting.

### Excel First Review and Training Center | Manila, Philippines

**Head of Electronics Department/ Full-Time Reviewer | 2012-2020**

- Youngest Review Instructor to teach in a Review Center, Obtained 98% Rating in Electronics in the Board Exam
- Represented the Institution for Marketing Campaigns and Expositions to different schools and universities.
- Was involved in devising an innovative system of education and learning for the students.