Eusebia *"Ebz"* Sibal

Unit Manager & Financial Advisor · Sales, Training & Client Relations

eusebiasibal@gmail.com ebz-sibal.vercel.app +63 917 953 1588 WhatsApp · Telegram · Viber Philippines

SUMMARY

People-focused professional with nearly 30 years across healthcare, education, BPO sales, entrepreneurship, and financial services. Currently a Unit Manager at Insular Life (InLife), recruiting, training, and leading a team of financial advisors. 2024 recipient of the GAMA International Excellence in Recruitment Award and the LIMRA International Award for Productivity. Comfortable with digital tools. Creates and edits video content and uses AI tools (Claude, ChatGPT, Google Flow) daily.

EXPERIENCE

2023 – Present
Financial Advisor & Unit Manager · Insular Life (InLife), Team Vista Branch
- Lead a sales unit: recruit, onboard, and coach new financial advisors.
- Advise individual and family clients on life insurance, health, and investment-linked plans.
- Received the GAMA Excellence in Recruitment and LIMRA Productivity awards (2024) and was honored at InLife's Club of Honors.

2017 – 2023
Financial Advisor · Manulife Philippines
- Built and managed a personal client portfolio through referrals, prospecting, and needs-based selling.
- Handled policy reviews, renewals, and claims support to keep clients long-term.

2011 – 2016
Business Owner · Car Buy & Sell
- Ran a used-car trading business: sourcing, pricing, negotiation, documentation, and customer handover.

2010 – 2011
ESL Teacher · Korean academy (TBLNJ)
- Taught English conversation and grammar to Korean students.

2005 – 2008
English Tutor · Brent International School Manila
- Tutored students in English reading, writing, and speaking at an international school.

2003 – 2005
Outbound Sales Agent, HSBC Credit Cards · Call Center (BPO)
- Sold credit card products by phone, handled objections, and met daily call and sales targets.

2001 – 2003
Medical Representative · Monican Trading
- Promoted pharmaceutical products to doctors, clinics, and hospitals within an assigned territory.

1999
SPED Teacher · Iriga Central School
- Taught learners with special educational needs using individualized lesson plans.

1996 – 1998
Industrial Nurse · Levi's
- Provided first aid, health monitoring, and occupational health care for factory employees.

EDUCATION

Bachelor of Science in Nursing
Bicol University · 1994

AWARDS

GAMA International Management Award
Excellence in Recruitment, Bronze · 2024

LIMRA International Award
Productivity, Silver · 2024

InLife Club of Honors
2024 Agency Annual Awards

SKILLS

Sales: outbound & consultative selling, closing, client retention

Leadership: recruitment, onboarding, coaching

Teaching: ESL, tutoring, special education

Content: CapCut, Canva, Google Flow, Snow

AI tools: Claude, ChatGPT

Languages: English, Filipino