



**Gilbert C. Valle**

Team Leader, Utilities Group

Utilities. Real estate. Telecommunications. Educational institutions. These are products that are largely intangible, yet absolutely essential to modern life. Just like electricity.

Equally essential to keeping these companies powered up are the expert services of Gilbert Valle and his team of four Relationship Managers. Gilbert taps his years of experience as a licensed electrical engineer to provide crucial advice and ready consultation for the clients under his purview, including Maynilad Water Services, PLDT, Smart, SkyCable, Ayala Corp., Ayala Land, Inc, Iglesia Ni Cristo, Rufino Group, Century Properties Group and Rockwell Land, Inc. His team also services corporations in paper manufacturing, educational and religious institutions and logistics. Prior to his current charter, Gilbert formerly managed corporate customers from automotive, textile and garments industries.

Among Gilbert's significant achievements is having convinced business process outsourcing (BPO) companies and data centers to subscribe to the National Power Corporation Time-of-Use and Meralco Peak/Off-Peak rates, enabling them lower their costs by operating during off peak hours, power is cheaper. Gilbert has also taken the lead in organizing forums on energy efficiency and pricing options, which help customers better manage their energy consumption.

Another important achievement is the Rural Electrification (RE) project which Gilbert worked on when he was with MIESCOR, a Meralco subsidiary. The RE project powered hundreds of unelectrified barangays and thousands of homes, which resulted in enhanced security and business development in these communities.

Gilbert is a graduate of electrical engineering from Saint Louis University in Baguio City. He also completed the Management Development Program at the Asian Institute of Management.