



**Rene Y. Sua**

Team Leader, Real Estate Group

Rene has been with Meralco for two-and-a-half decades. He began his career in Meralco as a Cadet Engineer, having graduated from the University of the Philippines – Diliman with a Bachelor of Science Degree in Electrical Engineering. He swiftly moved up and around, first working as a Design Engineer, where he was also involved in major infrastructure undertakings like LRT-2, MRT-3, Skyway, and DPWH Flyover and Flood Control Projects. He then moved to Pasig Sector Construction and Operations Teams to gain a wider perspective of the engineering process. After several years, he again shifted gears to join the Corporate Business Group.

As Team Leader, Rene’s responsibilities are, quite literally, vast. After all, he is tasked with servicing and managing the country’s largest developers. These include SM Prime Holdings, Ayala Land, Robinsons Land, Filinvest Land, The Net Group, Century Properties, Rockwell Land, Waltermart, Double Dragon, and Ortigas and Co.

With so many new properties rising across Metro Manila, his team certainly have to do a lot of communicating, providing customers with technical advice and consultation. Good communication is also crucial in smoothing out wrinkles like power quality concerns, power outages, and billing issues.

Their work also involves a great deal of forward-planning; Rene always seek to proactively address all issues and anticipate problems before they occur. This has enabled them to fast-track the energization of numerous developments, often well ahead of schedule.

Looking ahead, Rene wants to devote more focus on cultivating strategic partnerships:

“We must engage with our customers on long-term projects, and encourage them to involve us right from the beginning. We always want to be ahead of their needs.”

Already a licensed Professional Electrical Engineer, Rene leavened his know-how with an MBA from De La Salle University, where he finished as a Silver Medalist.