



APRIL 2019

ALUMNI IN FOCUS



*De La Salle Dasmariñas Alumni Association, Inc.
Alumi Relations and Placement Office*

“I strive and commit to excellence in order to be of greater service to God and country and most importantly to take responsibility for my own learning and development – which is what I try to do, in spite the very busy schedule. I love DLSU-D!”

ANNA V. TATLONGHARI *BS Biology Batch 1994*



Anna is a proud alumna of DLSU-D. Her career boasts of 20 solid years in real estate, from sales and marketing to business development, operations and organizational development.



Since 2016, she is the President of the Ayala Land International Sales, Inc. and is responsible for the overall direction of the company. Anna grew a P25 million Sales company in 2006 to P10 billion, from employees and agents of 25 to 270 in 10 years. She expanded market coverage from North America to Asia/ Oceania, Middle East and Europe, resulting to 25% share of overseas sales in the Total Ayala Land take-up of P100 billion in 2017.



She was also able to set-up offices and branches in highly populated overseas Filipino areas namely: Hong Kong, Singapore, Dubai, Rome and London and to the investors market of Tokyo, Japan and high immigrant market of California, USA.

To further hone her craft, she attended the Executive Leadership Program at the Harvard Business School and Leading High Performance Organization-Executive Education at The University Booth School of Business, and Marketing Strategy Course at the Asian Institute of Management.

Anna's life as a chief executive of the international arm of Ayala Land was featured in The Manila Times last March 10, 2019.