

# Roberto C. Galang: Business Time

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**M**y first job was at FNCB (First National City Bank) Finance, one of the biggest finance companies during the seventies. I started out as a clerk with the Consumer Group before joining Mr. Roberto C. Galang in the Financial Reporting, Analysis and Planning Group (FRAP).

Bobby's looks were very deceiving. He always looked strict and serious, as if he meant business all the time. His strong German descent contributed to his intimidating stature.

He came in at exactly 8:30 a.m. and I don't remember him coming in any later than that, except maybe, for some official function. He also left the office at exactly 5:00 p.m. and his table was always so clean with no pending transactions. He saw to it that all business concerns were done within office hours and he discouraged overtime as much as possible. I guess he headed for home to be the family man, who supported his wife and children to the fullest.

I remember being recruited to join the Credit Administration Group and I requested for a transfer so I could get a P50.00 increase in my salary. He denied my request and advised me to wait for a marketing position, which according to him, had better potential for growth in the organization. He gave me direction in my professional life and had foresight on what was best for us.

After a couple of months, FNCB Finance wanted to get hold of the auto loans market and dealer coordinators were trained for the very competitive market. He recommended me to be one of the trainees and I went on to become the only female in the group.

When Bobby became the Group Head for Asset-Backed Finance, he took me in as an Account Officer. He was the guru of the leasing industry and he would train and teach us the complications of the

transactions and the manual computations on how to compute for the effective yields and the present values. Financial calculators were still unheard of!

Meetings were only held every Monday morning for about thirty minutes to address the market, the budget, the delinquency and some other concerns. After that, we were on our own. He addressed all concerns and problems within the day and tried to solve them immediately.

When he was invited to organize PCI Leasing and Finance in 1982, he invited me to join him, again. He gave me the task of heading the Account Management Group. In spite of our size then and with branches in the Visayas and Mindanao, his working habits remained the same.

After retiring from PCI Leasing in 1992, both of us organized PCCI Finance. His management style remained—in at 8:30 a.m., out at 5:00 p.m., finish work within the day, address concerns ASAP, meetings only once a week for 30 minutes. He did his best to conserve company resources, cared for each and every employee, was a very good team leader/player, and was fair in his dealings with clients, stockholders, creditors, and employees.

Bobby C. Galang was my boss and mentor for twenty-three years (till year 2000) and we still continue to have some transactions today. In my own company, I practice what I have learned from him, and so far, we have managed things properly most especially during times of adversity.



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