

Mario Sujanto

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CAREER OBJECTIVE

Market-tested professional graduated from Canada top university with over 15 years of extensive experience in sales-marketing and key demographic operational general management. With my extensive ability and uncanny experience to increase business revenue, wealth and success, I'm seeking for a career opportunity in Indonesia that I can help grow. I will uncovers hidden assets, overlooked opportunities and undervalued possibilities. I'm looking for a company executive that attention can be captured of my skill set.

WORKING EXPERIENCE

ACURA FINANCIAL SERVICES

General Sales Manager

180 Honda Blvd. Markham, Ontario

Feb 2012 to Aug 2016

- Determines annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Implements national sales programs by developing field sales action plans.
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Completes national sales operational requirements by scheduling and assigning employees; following up on work results.
- Maintains national sales staff by recruiting, selecting, orienting, and training employees.
- Maintains national sales staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.
- Maintains professional and technical knowledge by attending educational workshops.
- Contributes to team effort by accomplishing related results as needed.

PERFORMANCE GROUP CANADA

Financial Services Manager

80 Micro Court Blvd. Suite 200. Markham, Ontario

Sep 2004 – Oct 2012

- Responsible in hiring, training, motivating, closing and monitoring fiscal control for the total for 12 retail dealers.
- Responsible for Financial Services aspects and after sale revenue development.
- After sale profit development management, including the sale sub-prime financing, term leasing and insurance products.

CIBC (CANADIAN IMPERIAL BANK OF COMMERCE),

CFP Certified Financial Planner

200 Dundas Street West, Toronto, Ontario

Jul 1999 to Jul 2000

1. Advise clients on financial plans utilizing knowledge of tax and investment strategies, securities, insurance, pension plans, and real estate.
2. Assessing clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives to establish investment strategies.

CIBC DIAMOND STAR REWARDS : \$18.7 Millions in 1 year as a Fund Manager

EDUCATION, PROFESSIONAL QUALIFICATION, AND LICENSES

Graduated: 2004 – University of Toronto, Canada

Bachelor of Art, Philosophy

1996-1999: University of Toronto, Canada

Pontifical Baccalaureate, Business Development and Brand Management

2004, Rowntree Sales Consulting and Financial Institute

Certification - Sub-Prime and Special Financing

2004, OMVIC - Reg. 4914412

Certification - Province of Ontario , Canada Certified Finance Law and Ethic

1999, Canadian Financial Planning Council

Certification – Province of Ontario, Canada Certified Financial Planner