## 

**CURRICULUM VITAE**

# PERSONAL IDENTITY

**Dian Sampurno Kuntorojati, S.pd. MBA**

**Dian**

**Jl. Tebet Timur Dalam VII A No.8 Rt 04/06 Tebet Jakarta Selatan 12820**

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# personal background

### Place/Date of birth : Jakarta, 18 Februari 1984

### Age : 33

Gender : Male

Religion : Islam

#### Nationality : Indonesian

#### Personality : Hard worker, helpful, friendly, able to work under pressure, able to work as a personal or a team, able to motivate people, open minded and problem solver, process to result oriented

**educational background**

2012 : Graduated at Gajah Mada University (Magister Management) Majoring in Strategic Management.

2006 : Graduated from Faculty of Economic in State University of Jakarta, majoring in Economic and Administration, Commerce Education Study Program.

2001 : Graduated from SMUN 26, Jakarta.

1998 : Graduated from SLTPN 3, Jakarta.

1995 : Graduated from SDN 01, Jakarta.

1995 : Graduated from Madrasah Ibtida’iyah Nurul Iman, Jakarta

1989 : Graduated from TK Nurul Ihsan, Jakarta

**INFORMAL EDUCATIONAL EXPERIENCES**

* **LB LIA – PRAMUKA & PENGADEGAN**

General English : Advanced Levels (2000) – Completed

Communicating In Business : B Levels (2005) – Completed

* **TOYOTA ASTRA FINANCIAL SERVICES TRAINING CENTER**

Basic Credit Training Program (2007) : Completed

Advanced Credit Training Program (2007) : Completed

Outstanding Sales Person (Sales Development Program) : Completed

Risk Awareness : Completed

**SKILLS**

* English speaking and writing ability
* Microsoft Word, Excel and PowerPoint
* Event Management
* Product Management
* Product Development

**Work experiences**

**May 2017 - Recent**

**Branch Manager – PT Mahligai Puteri Berlian (Mitsubishi Motors Krama Yudha Sales Indonesia Authorized Dealer) – Bandung**

* Manages all business aspect
* Controls a branch with 32 employees with over 50 Billion Rupiah of assets
* Increases management's effectiveness by recruiting, selecting, orienting, training, coaching, counseling, and disciplining managers; communicating values, strategies, and objectives; assigning accountabilities; planning, monitoring, and appraising job results; developing incentives; providing educational opportunities.
* Builds company image by collaborating with customers, government, community organizations, and employees; enforcing ethical business practices.
* Maintains quality service by establishing and enforcing organization standards.
* Contributes to team effort by accomplishing related results as needed.
* Develop and implement product marketing strategies including advertising campaigns and sales promotions.
* Plan and direct activities such as sales promotions, coordinating with other department heads as required.

**January 2016 – April 2016**

**Operational General Manager – PT Armada Banda Jaya (Suzuki 4W Authorized Dealer) – Aceh Province**

* Manages all business aspect
* Controls 3 branches with 106 employees with over 30 Billion Rupiah Asset and 200 units car stock
* Manages 40 Billion AP
* Increases management's effectiveness by recruiting, selecting, orienting, training, coaching, counseling, and disciplining managers; communicating values, strategies, and objectives; assigning accountabilities; planning, monitoring, and appraising job results; developing incentives; providing educational opportunities.
* Builds company image by collaborating with customers, government, community organizations, and employees; enforcing ethical business practices.
* Maintains quality service by establishing and enforcing organization standards.
* Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
* Contributes to team effort by accomplishing related results as needed.
* Develop and implement product marketing strategies including advertising campaigns and sales promotions.
* Plan and direct activities such as sales promotions, coordinating with other department heads as required.

**January 2014 – December 2015**

**Sales Manager – PT Bumen Redja Abadi (Mitsubishi Motors and Trucks Authorized Dealer) - Semarang**

* Monitor and control unit stock
* Achieve beyond sales target
* Develops sales force skills

**June 2014 – December 2014**

**Operation Manager – PT Bumen Redja Abadi (Mitsubishi Motors and Trucks Authorized Dealer) - Denpasar**

* Monitor and Control unit stock
* Achieve beyond sales target
* Develops sales force skills
* In-house trainer
* Creates effective package with finance company
* Recruit and evaluat sales force including sales supervisor

**November 2013 – Mei 2014**

**Marketing Support and Promotion Manager – PT Bumen Redja Abadi (Mitsubishi Motors and Trucks Authorized Dealer)**

* Monitor and Control unit stock
* Monitor and reports sales progress to Director
* Marketing management Task Force
* Monitor and Control promotion material effectiveness and stock
* Creates marketing activity calendar event
* Control and allocate marketing budget
* Marketing intelligence
* Provides marketing data to director (internal and external)
* Marketing project leader

**June 2012 – October 2013**

**Area Product Manager – PT Finansia Multi Finance**

**Regional Sumatera (Home Base Medan)**

* Monitor regional portfolio
* Creates national marketing program (project)
* Creates and maintain great relationship with stakeholder (Dealer and Principle)
* Evaluates branch marketing program
* Planning, Organizing, Actuating and Controlling regionwide exhibition
* Develops product
* Train sales force and as a consultant for branch matters
* Evaluate branch performance
* Marketing task force – temporary branch manager (Medan, Padang and Lubuk Pakam)
* Controls regional branches marketing budget