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PERSONAL DETAILS

Date of birth	: 5th June, 1992
Nationality	: Indonesian
Gender	: Male
Health	: Excellent
Religion	: Islam
Marital Status	: Single

PERSONAL PROFILE

Now, I am working as Assistant Sales Manager in Coca-cola Amatil Indonesia, and my duty is controlling, managing, and coaching my sales team in order to make sure we can achieve our KPI's target. I am a highly motivated Double degrees (International Management and International Business Management) graduate looking for a better career path and eager to learn more. Possessing enthusiasm, drive and a positive attitude required to be successful in a real world.

PERSONAL QUALITIES

- Possessing a responsible, patient and caring attitude.
- Proactive and able to use initiative when solving problems.
- Having a fast moving `can do` attitude.
- Confident and able to work on own initiative.
- Can communicate effectively both verbally and in writing.

WORKING EXPERIENCE

Graduate Trainee Program batch 16D in Coca-Cola Amatil Indonesia 2016

Assistant Sales Manager in Coca-Cola Amatil Indonesia 2016

WORKING DUTIES AND RESPONSIBILITIES

Key Role	Activities
Market Strategy Development and Implementation	Monitor and Control Sales team's activities in outlet and make sure price, discount, and other promo have been delivered well
	Monitor the local and national marketing program progress and report the result
Account Receivable Management	Control credit on system and in field as well as maintain account receivable management
Account Development	Build and maintain good business relationship with existing and new outlets
	New Product Development (NPD) - Penetrate new product in every outlet to expand the sales potential
	Execution of local and national marketing programs in general trade market
	New Outlet Development (NOD) - offer an opportunity to increase sales to new business with NOD and receive feedback from existing and new outlet
Business Improvement	Identify chances in field and collect information relating to potential outlets and execute according to plan
Occupational Health and Safety (OHS)	Ensuring OHS regulations, plans, procedures, and trainings are well implemented
Leadership	Coaching Sales Representative - Ensure market execution is done well and coached periodically to make sure they are still on a right track
	Coached by Sales Manager - Participated in coaching session conducted by Sales Manager to get input on performance improvement and market execution

INTERNSHIP EXPERIENCE

Internship in OTORITAS JASA KEUANGAN (OJK) 2015

ACADEMIC QUALIFICATIONS & ACHIEVEMENT

Year 2010 to 2015	Graduated from University of Jenderal Soedirman Bachelor of International Management
Year 2012 to 2014	Graduated from University Utara Malaysia Bachelor of International Business Management
Year 2007 to 2010	Sekolah Menengah Atas Negeri 38 Jakarta

ACHIEVEMENT

Become one of the “**Beasiswa Unggulan**” awardee in 2010-2015

EXTRA CURRICULAR ACTIVITIES

- **DEGREE LEVEL**

Participant –SOFT DIPLOMACY SEMINAR

2012 Committee of Indonesia Family Day 2013

Head of Battlefield division in PANDA (Photography and Digital Art)

2012 President of PANDA (Photography and Digital Art) 2013

LANGUAGES

ENGLISH

Competent in speaking, listening, reading and writing.

BAHASA INDONESIA

Competent in speaking, listening, reading and writing.

BAHASA MELAYU

Competent in speaking, listening, reading and writing.

RELEVANT SKILLS

Project management skill

Communication skill

Leadership skill

Possess a Car driving license

Computer skill (Microsoft Office)

REFERENCES

Available on request