

# SONY

MAGETAN, 19/01/1988

Name	:	SONY
Age/Total Years of Work Experience:	:	32 / 9
Current Residential Address	:	Jakarta
Availability	:	Immediate



## EDUCATION

2010  
**Sekolah Tinggi Ilmu Ekonomi Keuangan dan  
Perbankan Indonesia (STEKPI)**  
*Bachelor in Management*

2005  
**SMA Angkasa Lanud Halim PK**  
*Society Major Study*

## EMPLOYMENT RECORD

**From** : **Januari 2011 – May 2020**  
**Employer** : PT.Indomobil Nissan Datsun ,PT Astrido Toyota,  
PT.Handijaya Sukatama (Honda) & PT.Hasjrat  
Toyota  
**Positions held** : - Management Trainee of Sales (Jan 2011 -  
Juli 2011)  
- Sales Supervisor in Nissan MT Haryono  
(Jul 2011 - Dec 2011)  
- Sales Supervisor in Nissan Pulogadung  
(Jan 2012 - Agt 2015)  
- Sales Supervisor in Nissan MT Haryono  
(Agt 2015 - Agt 2016)  
- Sales Supervisor in Nissan Karawang  
Barat & Karawang Timur(Agt 2016 - Juli 2018)  
- Sales Supervisor in Astrido Toyota Yos  
Sudarso ( Agt 18 — Oct 18 )  
- Fleet Manager In Honda Sunter (Dec 18 -  
April19)  
- Branch Manager in Hasjrat Toyota Palu (May  
19 — May 20)

## JOB DESCRIPTION RECORD

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**Positions held: Section Head of Sales PT. Indomobil Nissan Datsun** **Year: Jul 2011. - Jul 2018**

Main Job Desk : - Setting activity and revenue targets for members of the sales team  
- Setting budget for sales activity  
- Monitoring sales activity including : prospect all sales team, available stock, budget, and administration of sales.  
- Motivating sales team to achieve the best results possible  
- Continual training and development of all members of the sales (once a week)  
- Identifying key areas for improvement in the sales process  
- Daily, weekly and Monthly reporting on sales performance against budget and reporting on variances

**Positions held: Branch Manager PT. Hasjrat Abadi Toyota** **Year: May 2019. - May 2020**

Main Job Desk : - Monitoring SPV and sales activity including : prospect all sales team, available stock, budget, and administration of sales.  
- Setting activity and profit targets  
- Motivating SPV and sales team to achieve the best results possible

**Training** **Year: Jul 2011. - May 2020**

- Sales Head Development Program (SHDP)
- Coaching for Great Performance (CGP)
- Train The Trainer (TTT), Practice skills for delivering NEST module
- Personal Leadership
- Business Manager Leader
- Branch Operation Manager Training - TTC Toyota Training Center ( Mar 2020 )

## Organizational Experience

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- Dewan Penasehat in LSM LASKAR NKRI (Social & Charity) **Year: Agt 2016 - Agt 2018**

## LANGUAGES

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Indonesian	Speaking : Fluent	Reading : Fluent	Writing : Fluent
English	Speaking : Intermediete	Reading : Good	Writing : Good

**Any references, certificates, and documentation will be provided upon request. I hereby this CV correctly describes my qualifications and my experiences.**