

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

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

- 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.