



Personal Information

Place/Date of Birth : Bandung, 29 November 1982

Religion : Christian

Address : Jl. Minatu No.3, Lembang 40391

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Yusup Sugianto, ST.

Curriculum Vitae

BIOGRAPHY

I am young professional with demonstrated combination of analytical and technical skills. My specialization ranges from Marketing Strategy (ATL, BTL, Sales Campaign). My expertise also covers Business Development and Market Intelligence activities. I've been exposed in various special project to improve sales result and to prepare forecasts.

I am effective team player with outstanding communication and interpersonal skills.

I am currently seeking full-time employment that is creatively challenging and can bring a long committed relationship.

EDUCATION

- **School**

July 1988 – July 1994, Pancasila Government Elementary School

July 1994 – July 1997, Christian Junior High School 4 BPK Penabur

July 1997 – July 2000, Christian General High School 2 BPK Penabur

- **University**

Aug 2000- Sept 2005, Electrical Engineering - Technical Faculty

Maranatha Christian University – Bandung

Thesis : Model of Two Dimension Egg Evacuation By Using MCS-51 MicroController and Infra Red Sensor.

WORK EXPERIENCE

Nov 2017 – Present, **PT. Nusantara Jaya Sentosa, Bandung**

Assistant Sales & Marketing Manager

Responsibility :

- Responsible for Branch Performance by Planning, Monitoring and Evaluating Sales Achievement, Area Covering and Customer Management to Achieve Company Sales Target.
- Determine Sales Strategic, Visiting Schedule and Sales Target for Maximum Sales Achievement.
- Monitoring and Evaluating Market Demand and Competitor Movement.
- Analizing Market Needed and Arrange Sales Strategy.
- Doing another related task to Achieve the Sales Target.

WORK EXPERIENCE

Agt 2014 – Oct 2017, PT. Sumber Multi Jaya Nusantara (CST Tires), Bandung

Branch Head

Nov 2012 – Jul 2014, PT. Indomobil Trada Nasional (Indomobil Nissan), Jakarta

Marketing Support – Dept. Head

Jul 2007 – Oct 2012, PT. Central Sole Agency (Indoparts), Jakarta

Product Development – Section Head

Apr 2005 – Apr 2007, PT. Indotek Mitra Kurnia, Bandung

Electrical Staff

ORGANIZATION, TRAINING, COURSES & SEMINAR

- Pelatihan Junianto Naibaho '**Effective Leader & Effective Mindset**', 2020
- Pelatihan Junianto Naibaho '**Back to Basic**', 2019
- Committee Chairman '**Indoparts Family Gathering**', 2010
- Management Trainee '**PT. Indomobil Sukses Internasional Tbk**', 2007
- One Day Seminar '**Carrier in IT**', 2002
- One Day Seminar '**Application of Data Communication**', 2002

TECHNICAL PROFICIENCY

- Software : Corel Draw, Photoshop, Sony Vegas
 - Application : Ms. Windows Office (Word, Excel, Power Point)
 - Internet, Email
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