

CURRICULUM VITAE

Yusup Sugianto, ST.



PERSONAL INFORMATION

Place/Date of Birth : Bandung / November 29th, 1982
Sex : Male
Religion : Christian
Marital Status : Married
Address : Jl. Minatu No.3, Lembang
Bandung – 40391
Contact Number : (022) 278-6165 / 0823-1508-5958
Email : yusup.sugianto82@gmail.com

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

July 1988 – July 1994

Pancasila Government Elementary School.

July 1994 – July 1997

Christian Junior High School 4 BPK Penabur Bandung.

July 1997 – July 2000

Christian General High School 2 BPK Penabur Bandung.

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

November 2017 – Present

Assistant Sales & Marketing Manager

PT. Nusantara Jaya Sentosa, Bandung

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.
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August 2014 – Oktober 2017

Branch Head

PT. Sumber Multi Jaya Nusantara (CST Tires), Bandung

November 2012 – July 2014

Marketing Support – Dept. Head

PT. Indomobil Trada Nasional (Indomobil Nissan), Jakarta

July 2007 – October 2012

Product Development – Section Head

PT. Central Sole Agency (Indoparts), Jakarta

April 2005 – April 2007

Electrical Staff

PT. Indotek Mitra Kurnia, Bandung

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, E-mail.