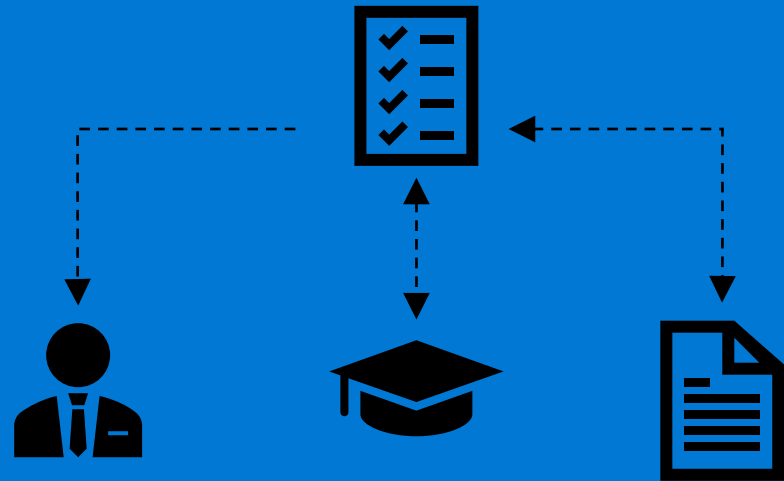


Hello, my name is Hector



Here is a little bit about me, kindly next page to detail it



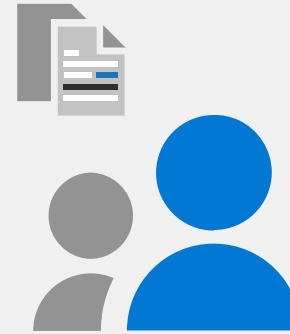
PT Prospect Motor
After Sales Main Dealer Staff
1 year experience at Honda Automotive
Main Dealer for Outside Java Region



Management Bachelor
Maranatha Christian University
Graduated with 3.19 GPA



Hector Paul Winata



I'm 25 years old,
currently living at
Bandung and Bekasi

My Work Experiences are



HONDA

PT Prospect Motor (2019 – 2020)

Acted as After Sales Staff that created and maintained KPI Services and Spare Parts for 43 dealers in Outside Java and Bali coverage.



PT Elior Design (2017 – 2019)

Acted as Part Time Assistant for Production Manager that Contributing ideas for employees created properties.



Jackob Polish (2016 – 2017)

Acted as Part Time Promotion Team for marketing brand and responding questions from clients.

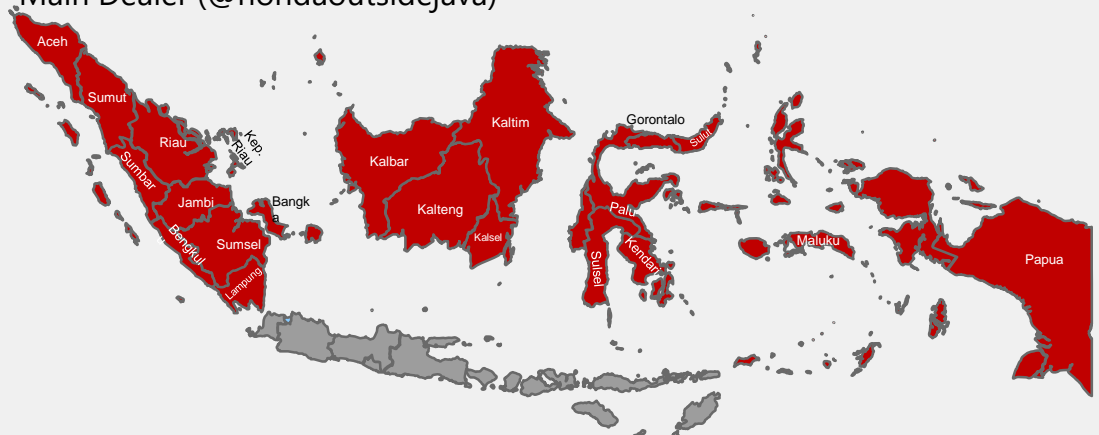
As a Main Dealer that responsible for **43 dealers Outside Java** and Bali area, we support After Sales our dealers and APTM (PT Honda Prospect Motor).

Main Job :

We **maintaining Incoming Unit** and **Revenue** from periodical maintenance, repair, and body paint. We also monitoring in **Spare Parts** such as Oil, Tire, Battery, Honda Genuine Chemicals, Brake Pad, and many more.

Side Job :

Creating After Sales **digital content draft** for Instagram and Facebook as Main Dealer (@hondaoutsidejava)



Educational Historic



Management Bachelor

Maranatha Christian University – Bandung
3.19 GPA



Xaverius 1

Senior High School – Palembang
7.5 GPA

Skill



Ms. Excel



Ms. Word



Ms. Power Point



Teamwork



Communication



Presentation

UNIVERSITAS KRISTEN MARANATHA

TRANSKRIP

No. : 53052UKMAY0219

N a m a : HECTOR PAUL WINATA
Tempat Tgl Lahir : PALEMBANG 7 Agustus 1995
NPM/NRM : 1352205
Program Studi : ST Manajemen

KODE MATA KULIAH	H	A	K	M	KODE MATA KULIAH	H	A	K	M
Semester 1									
AK101	3	0	0	0	ME305	3	0	0	0
ES101	3	0	0	0	ME307	3	0	0	0
FE101	3	0	0	0	ME309	3	0	0	0
MG101	3	0	0	0	ME311	3	0	0	0
MG103	3	0	0	0	Semester 6				
MG107	3	0	0	0	ME302	3	0	0	0
MG203	3	0	0	0	ME304	3	0	0	0
MG205	3	0	0	0	ME305	3	0	0	0
MG207	3	0	0	0	ME308	3	0	0	0
MG209	3	0	0	0	ME312	3	0	0	0
MG211	3	0	0	0	ME314	3	0	0	0
MG213	3	0	0	0	ME316	3	0	0	0
MG215	3	0	0	0	Semester 7				
MG217	3	0	0	0	ME401	3	0	0	0
MG219	3	0	0	0	ME403	3	0	0	0
MG221	3	0	0	0	ME405	3	0	0	0
MG223	3	0	0	0	ME407	3	0	0	0
MG225	3	0	0	0	Semester 8				
MG227	3	0	0	0	ME410	3	0	0	0
MG229	3	0	0	0	Semester 3				
MG231	3	0	0	0	ME306	3	0	0	0
MG233	3	0	0	0	ES203	3	0	0	0
MG235	3	0	0	0	ES206	3	0	0	0
MG237	3	0	0	0	ME203	3	0	0	0
MG239	3	0	0	0	ME205	3	0	0	0
MG241	3	0	0	0	ME207	3	0	0	0
MG243	3	0	0	0	MG201	3	0	0	0
MG245	3	0	0	0	MG203	3	0	0	0
MG247	3	0	0	0	MG205	3	0	0	0
MG249	3	0	0	0	MG207	3	0	0	0
MG251	3	0	0	0	MG209	3	0	0	0
MG253	3	0	0	0	MG211	3	0	0	0
MG255	3	0	0	0	MG213	3	0	0	0
MG257	3	0	0	0	MG215	3	0	0	0
MG259	3	0	0	0	MG217	3	0	0	0
MG261	3	0	0	0	MG219	3	0	0	0
MG263	3	0	0	0	MG221	3	0	0	0
MG265	3	0	0	0	MG223	3	0	0	0
MG267	3	0	0	0	MG225	3	0	0	0
MG269	3	0	0	0	MG227	3	0	0	0
MG271	3	0	0	0	MG229	3	0	0	0
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MG283	3	0	0	0	MG241	3	0	0	0
MG285	3	0	0	0	MG243	3	0	0	0
MG287	3	0	0	0	MG245	3	0	0	0
MG289	3	0	0	0	MG247	3	0	0	0
MG291	3	0	0	0	MG249	3	0	0	0
MG293	3	0	0	0	MG251	3	0	0	0
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MG317	3	0	0	0	MG275	3	0	0	0
MG319	3	0	0	0	MG277	3	0	0	0
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MG341	3	0	0	0	MG299	3	0	0	0
MG343	3	0	0	0	MG301	3	0	0	0
MG345	3	0	0	0	MG303	3	0	0	0
MG347	3	0	0	0	MG305	3	0	0	0
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MG361	3	0	0	0	MG319	3	0	0	0
MG363	3	0	0	0	MG321	3	0	0	0
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MG439	3	0	0	0	MG397	3	0	0	0
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MG447	3	0	0	0	MG405	3	0	0	0
MG449	3	0	0	0	MG407	3	0	0	0
MG451	3	0	0	0	MG409	3	0	0	0
MG453	3	0	0	0	MG411	3	0	0	0
MG455	3	0	0	0	MG413	3	0	0	0
MG457	3	0	0	0	MG415	3	0	0	0
MG459	3	0	0	0	MG417	3	0	0	0
MG461	3	0	0	0	MG419	3	0	0	0
MG463	3	0	0	0	MG421	3	0	0	0
MG465	3	0	0						

Appendices



HONDA

Honda Cikarang
PT Prospect Motor
 Jl. MH. Thamrin No. 152, Lippo Cikarang
 Bekasi 17550 - Indonesia
 Telp. : (02-21) 807 4142 - 897 4143
 Fax. : (02-21) 897 4144

CERTIFICATE OF EMPLOYMENT
 715/S-KLI/PGA/PTPM/XI/2020

This is to certify that:

Name : **Hector Paul Winata**
 Employee Code : **000000941**
 Position : **Staff**
 Department : **After Sales Main Dealer**
 Working Period : **December 23rd, 2019 to December 22nd, 2020**
 Reason for Leaving : **End Of Contract**

The management take this opportunity to thank for contribution and wish his all the best in the future.

Cikarang, November 26th, 2020

Tanto Ibrahim Agus
 Director



UNIVERSITAS
KRISTEN
MARANATHA

Jl. Prof. drg. Surya Sumartni No. 65
 Bandung 40154, Jawa Barat - Indonesia
 Phone : +62 22 201 2186 | Hunting
 Fax : +62 22 200 5914
 Website : www.maranatha.edu

T R A N S K R I P

No. : 5305/52/UKMI/2019
 Nama : **HECTOR PAUL WINATA**
 Tempat/Tgl Lahir : **PALEMBANG/ 7 Agustus 1995**
 NRP/ NIRM : **1352209/**
 Program Studi : **S1 Manajemen**



KODE	MATA KULIAH	H	A	K	M	KODE	MATA KULIAH	H	A	K	M
Semester 1											
AK151	DASAR AKUNTANSI	C+	2.50	3	7.50	ME305	Pasar Modal - Praktika	B	3.00	3	9.00
ES101	Ekonomi Mikro	A	4.00	3	12.00	ME307	Manajemen Merek	D	1.00	3	3.00
ES105	Keterampilan Antarpribadi & Kepemimpinan	B	3.00	3	9.00	ME309	Komunikasi Pemasaran	A	4.00	3	12.00
FE101	EKONOMI MAKRO	B	3.00	3	9.00	ME311	Perilaku Konsumen	A	4.00	3	12.00
MG101	DASAR BISNIS	B	3.00	3	9.00	Semester 6					
MG103	MATEMATIKA EKONOMI	A	4.00	2	8.00	ME302	Bisnis Internasional	A	4.00	3	12.00
MG107	MANAJEMEN	A	4.00	3	12.00	ME304	Manajemen Strategik	B+	3.50	3	10.50
MK039	BAHASA INDONESIA: TEKNIK PENULISAN ILMIAH	B	3.00	2	6.00	ME306	Manajemen Perubahan	C+	2.50	3	7.50
MK062	PENDIDIKAN AGAMA KRISTEN ("KURBA")	B	3.00	2	6.00	ME308	Bank & Lembaga Keuangan	C	2.00	3	6.00
Semester 2											
AK102	AKUNTANSI BIAYA	C	2.00	3	6.00	ME312	Riset Pasar	A	4.00	3	12.00
ES102	Statistika I + Praktika	A	4.00	3	12.00	ME314	Manajemen Pemasaran Internasional	A	4.00	3	12.00
FE104	BAHASA INGGRIS BISNIS	B	3.00	2	6.00	ME336	Metode Riset Bisnis + Praktika	C+	2.50	3	7.50
ME102	Metode Kuantitatif	A	4.00	3	12.00	Semester 7					
MG104	KOMUNIKASI BISNIS DAN KETERAMPILAN PRESENTASI	A	4.00	3	12.00	ME401	Manajemen Kinerja	B	3.00	3	9.00
MG106	KETERAMPILAN ANALITIS DAN BERPIKIR KREATIF	B+	3.50	2	7.00	ME403	Negosiasi	B+	3.50	3	10.50
MK017	FILSAFAT PANCASILA	A	4.00	2	8.00	ME405	Seminar Manajemen Pemasaran	C+	2.50	3	7.50
Semester 3											
AE205	Akuntansi Manajemen	B+	3.50	3	10.50	ME427	Manajemen Hubungan Pelanggan	B+	3.50	3	10.50
ES203	Perekonomian Indonesia	C+	2.50	3	7.50	Semester 8					
ES205	Statistika II + Praktika	C+	2.50	3	7.50	ME410	Tugas Akhir Manajemen Pemasaran	B+	3.50	6	21.00
ME203	Manajemen Keuangan	C+	2.50	3	7.50	Semester 4					
ME205	Manajemen Operasi	B+	3.50	3	10.50	ES206	Sistem Informasi Manajemen	C+	2.50	3	7.50
ME207	Perilaku Organisasional	A	4.00	3	12.00	ME202	Manajemen Bauran Pemasaran	B+	3.50	3	10.50
MG201	MANAJEMEN SUMBER DAYA INSA NI	C+	2.50	3	7.50	ME204	Manajemen Keuangan Lanjutan	B	3.00	3	9.00
MG203	MANAJEMEN PEMASARAN	B	3.00	3	9.00	ME206	Manajemen Operasi Lanjutan	B+	3.50	3	10.50
MK024	PENDIDIKAN KEWARGANEGARAAN	B+	3.50	2	7.00	ME214	Kewirausahaan & Inovasi	B	3.00	3	9.00
MK061	ETIKA (BISNIS)	B+	3.50	2	7.00	ME216	Hukum Bisnis & Hukum Perajakan	A	4.00	3	12.00
Semester 5											
ME301	Ekonomi Manajerial	D	1.00	3	3.00	Semester 5					
ME303	Perencanaan Bisnis	A	4.00	3	12.00	Semester 5					

JUMLAH : K = 145 M = 463.00 Kredit Kumulatif = 145 Indeks Prestasi Kumulatif = 3.19
 Predikat : **SANGAT MEMUJAKAN**
 Tanggal Lulus : 17/01/2019
 Judul Skripsi : Pengaruh Kualitas Produk, Harga, dan Promosi terhadap Keputusan Pembelian Yamaha Nmax di Kota Bandung

H = HURUF MUTU ; A = ANGKA MUTU ; K = KREDIT SKS ; M = MUTU (PERKALIAN A & K) ; L = LULUS ; T = TIDAK LULUS
 PREDIKAT : IPK 3.51 - 4.00 DENGAN PUJIAN (Waktu studi maks n + 1) ; 3.01 - 3.50 SANGAT MEMUJAKAN ; 2.76 - 3.00 MEMUJAKAN

Prof. Ir. Arnelin Z. R. Langi, M.Sc., Ph.D.
 REKTOR

Bandung, 29 Januari 2019
 Dekan
 Dr. Mathius Tandiong, SE, M.M., Ak., CA
 FAKULTAS EKONOMI