Hector Paul Winata

26 years old,
currently at Bandung

Work Experiences

PT Royal Abadi Sejahtera (2021-2022)
Acted as Branch Auditor for Central Control Unit Department that audit Compliance, Sales Debt, Stock, etc.

As an Internal Audit, we audit employee compliance for our side subsidiary (for 21 branches) to **maintain good debt and good stock** for supporting sales product such as foam, mattress, and bedding accessories. We are also maintaining SOP Compliance, Inventory, Product Display, and Petty Cash.

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.

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

Main Job :
We maintaining dealer standardization to **increase Incoming Unit and Revenue** from periodical maintenance, repair, and body paint. We also monitoring in **Spare Parts sales** such as Oil, Tire, Battery, Honda Genuine Chemicals, Brake Pad, and others.

Side Job :
Writing After Sales **digital content draft** for Instagram and Facebook as Main Dealer (@hondaoutsidejava) to create and increase after sales awareness.

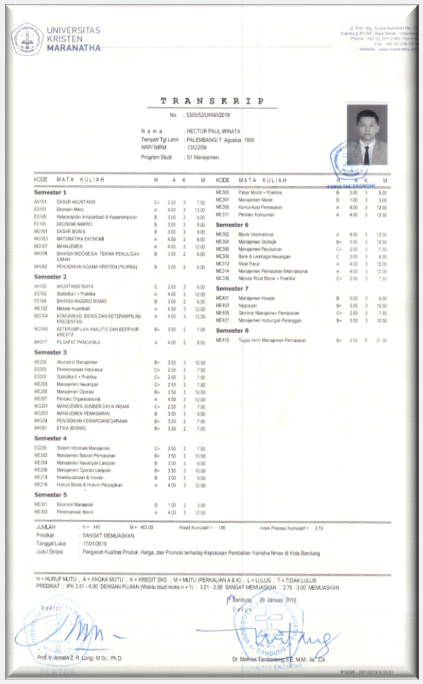
PT Elior Design (2017 – 2019)
Acted as Part Time Assistant for Production Manager that Contributing ideas for employees created properties.

Jackob Polish (2016 – 2017)
Acted as Part Time Promotion Team for marketing brand and responding questions from clients.

Educational Historic

Management Bachelor
Maranatha Christian University – Bandung, 3.19 GPA

Xaverius 1
Senior High School – Palembang
7.5 GPA



UNIVERSITAS KRISTEN MARANATHA

TRANSKRIP

No. : 5305/SZ/UKM/IX/2019

N a m a : HECTOR PAUL WINATA
Tempat Tgl Lahir : PALEMBANG / 7 Agustus 1995
NIRI/ NIRM : 1352209
Program Studi : S1 Manajemen

KODE	MATA KULIAH	H	A	K	M
Semester 1					
AK101	DASAR AKUNTANSI	C+	2.00	3	7.50
EB101	Ekonomi Mikro	A	4.00	3	12.00
EB105	Keterampilan Antarpribadi & Kepemimpinan	B	3.00	3	9.00
FE101	EKONOMI MAKRO	B	3.00	3	9.00
MG101	DASAR BISNIS	B	3.00	3	9.00
MG103	MATEMATIKA EKONOMI	A	4.00	2	8.00
MG107	MANAJEMEN	A	4.00	3	12.00
MN109	BAHASA INDONESIA: TEKNIK PENULISAN ILMIAH	B	3.00	2	6.00
MN102	PENDIDIKAN AGAMA KRISTEN (YAURIBA)	B	3.00	2	6.00
Semester 2					
AK102	AKUNTANSI BIAYA	C	2.00	3	6.00
EB102	Statistika I + Praktika	A	4.00	3	12.00
FE104	BAHASA INGGRIS BISNIS	B	3.00	2	6.00
ME102	Metode Kuantitatif	A	4.00	3	12.00
MG104	KOMUNIKASI BISNIS DAN KETERAMPILAN PRESENTASI	A	4.00	3	12.00
MG105	KETERAMPILAN ANALITIS DAN BERPIKIR KRITIS	B+	3.50	2	7.00
MN117	FILSAFAT PANCASILA	A	4.00	2	8.00
Semester 3					
AK201	Akuntansi Manajemen	B+	3.50	3	10.50
ES203	Perekonomian Indonesia	C+	2.50	3	7.50
EB202	Statistika II + Praktika	C+	2.50	3	7.50
MG203	Manajemen Keuangan	C+	2.50	3	7.50
MG205	Manajemen Operasi	B+	3.50	3	10.50
MG207	Perilaku Organisasional	A	4.00	3	12.00
MG209	MANAJEMEN SUMBER DAYA INSANI	C+	2.50	3	7.50
MG203	MANAJEMEN PEMASARAN	B	3.00	3	9.00
MN204	PENDIDIKAN KEWARGANEGARAAN	B+	3.50	2	7.00
MN201	ETIKA (BISNIS)	B+	3.50	2	7.00
Semester 4					
ES305	Sistem Informasi Manajemen	C+	2.50	3	7.50
ME302	Manajemen Bauran Pemasaran	B+	3.50	3	10.50
ME304	Manajemen Keuangan Lanjutan	B	3.00	3	9.00
ME306	Manajemen Operasi Lanjutan	B+	3.50	3	10.50
ME314	Kewirausahaan & Inovasi	B	3.00	3	9.00
ME316	Hukum Bisnis & Hukum Perjajakan	A	4.00	3	12.00
Semester 5					
ME301	Ekonomi Manajerial	D	1.00	3	3.00
ME303	Perencanaan Bisnis	A	4.00	3	12.00

KODE	MATA KULIAH	H	A	K	M
ME305	Pasar Modal + Praktika	B	3.00	3	9.00
ME307	Manajemen Merek	D	1.00	3	3.00
ME309	Komunikasi Pemasaran	A	4.00	3	12.00
ME311	Perilaku Konsumen	A	4.00	3	12.00
Semester 6					
ME302	Bisnis International	A	4.00	3	12.00
ME304	Manajemen Strategik	B+	3.50	3	10.50
ME308	Manajemen Perusahaan	C+	2.50	3	7.50
ME309	Bank & Lembaga Keuangan	C	2.00	3	6.00
ME310	Ritel Pasar	A	4.00	3	12.00
ME314	Manajemen Pemasaran Internasional	A	4.00	3	12.00
ME316	Metode Riset Bisnis + Praktika	C+	2.50	3	7.50
Semester 7					
ME401	Manajemen Kinerja	B	3.00	3	9.00
ME403	Negosiasi	B+	3.50	3	10.50
ME405	Seminar Manajemen Pemasaran	C+	2.50	3	7.50
ME407	Manajemen Hubungan Pelanggan	B+	3.50	3	10.50
Semester 8					
ME410	Tugas Akhir Manajemen Pemasaran	B+	3.50	6	21.00

JUMLAH	K = 145	M = 463.00
Predikat	SANGAT MEMUASKAN	
Tanggal Lulus	17/01/2019	
Judul Skripsi	Pengaruh Kualitas Produk, Harga, dan Promosi terhadap Keputusan Pembelian Yamaha Nmax di Kota Bandung	

Predikat Kumulatif = 146 Indeks Prestasi Kumulatif = 3.19

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 MEMUASKAN : 2.76 - 3.00 MEMUASKAN

Bandung, 28 Januari 2019
DEKAN

Prof. Ir. Armanu Z. R. (Ung), M.Sc., Ph.D.
Dr. Mathias Tandawiguna, S.E., M.M., Ak., CPA

In 2013, I took Management Bachelor with focused at **Management Marketing** and made a study of **Influence from Product Quality, Price, and Promotion Towards Purchase Decisions Yamaha Nmax in Bandung.**

Skill

- Ms. Excel
- Ms. Word
- Ms. Power Point
- Teamwork
- Communication
- Presentation

For any further information, kindly contact me at

0813-1872-4900

hectorpaulwinata@gmail.com