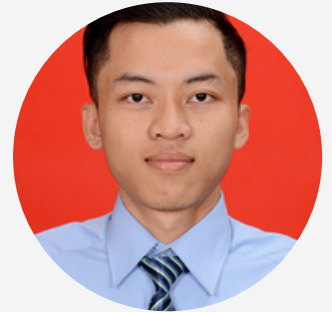







RESHA CATUR WINARNO

SALES & STRATEGY SUPERVISOR



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-  085222128000
-  resha_catur@yahoo.com
-  Bandung City
-  Resha Catur Winarno

PROFILE

I am a qualified strategy analyst and automotive professional with five years of experience. Have creative, responsible, integrated and dedicated skills.

SKILLS

- Analysis
- Negotiation
- Planning
- Supervisi
- Creative
- Communication
- Critical Thinking
- Problem Solving
- Flexibility
- Team Work

EXPERIENCE

SALES & STRATEGY CHIEF - SUPERVISOR

PT PROSPECT MOTOR - Main Dealer Honda Outside Java
2018 - Present

- Analyzing Dealer KPI for All Areas in Region I (Sumatra Area)
- Establish good communication and cooperation with dealers
- Provide targets, sales programs and marketing activities for dealer performance
- Monitoring and supplying unit distribution
- Monitor market conditions
- Analyze consumer trends, competitor movements and automotive issues (competitor movement)
- Weekly, monthly evaluation report (PDCA)
- Trend analysis and product forecasts for both Honda and competitors
- Market research

EDUCATION

BACHELOR OF AGRICULTURE

Universitas Padjadjaran
2010 - 2015
IPK 3,09

FINANCIAL ADVISOR

PT AXA MANDIRI FINANCIAL SERVICES
2016 - 2017

- Promote product AXA Mandiri to customers Bank Mandiri
- Achieve the target
- Handling customer complaints and provide problem solving
- Financial consultant to customers
- Maintain good relations with all customers and employees of Bank Mandiri