



# MICO ABRAHAM

## SALES CONSULTANT

### INFORMATION

Date of Birth:  
22 May 1993

Address:  
Jl. Lamtoro K10,  
Cibubur, Ciracas, Jakarta Timur

### CONTACT DETAILS

Mobile : +62 812 1953 1793  
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### EDUCATION

#### UNIVERSITAS GUNADARMA

**Bachelor of Psychology, Class of 2011**  
Certificate of SPSS Course  
held on October 05, 2015 until  
October 09, 2015

#### SMAN 39 JAKARTA

Graduated of Science, Class of 2008

### CORE SKILLS

MS Office, Public Speaking,  
Communication, Negotiating, Time  
Management, Organization

### WORK EXPERIENCE

#### SALES CONSULTANT

Nusantara Harley Davidson | Oct 2018 - Present

- Achieve agreed upon sales targets and outcomes within schedule.
- Utilize the marketing department to reach out to new and former customers.
- Work sales floor and lot, answer questions and engage customers.
- Escort customers on a tour of all new vehicles and the dealership.
- Offer and participate in test drives to those who qualify.
- Identify customers needs through interviewing.
- Participate in all sales training meetings.
- Coordinate with the Sales Manager during the transaction process.

#### ADMINISTRATIVE STAFF

PT Bank Central Asia Tbk | Dec 2017 - Oct 2018

- Working at PT Mutual Plus, placed at Bank BCA Pondok Indah Jakarta as Admin Credit in Consumer Credit Business Division (SPPK Section).
- Analyze the application for a new home loan, conduct a guarantee assessment in the cooperation developer.
- Carry out the home loan administration function.
- Follow up on the approved mortgage application.
- Contacting the debtor for the credit agreement process.

#### MT-SALES AND MARKETING

PT VIVO Communication Indonesia | Aug 2016 - Dec 2017

- Take care of promoter's attendance.
- Recruiting of according to company needs.
- Setting target sales area.
- Guiding sales promoters.
- Analyzing the monthly sales results.
- Making the monthly sales report.
- Deciding intensive of promoters in accordance with the achievement of sales.