



# RANDY DIO ARITAMA

Jl. Raya Bogor KM 37 | (+62) 85280825400  
Cilodong, Depok | aritama.randyd@gmail.com  
16415, Indonesia | id.linkedin.com/in/randydioaritama

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## EDUCATION

**Bachelor Degree in Food Science and Technology, IPB**

**2008-2013**

- GPA 3.22/4.00

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## WORKING EXPERIENCE

**Account Executive – Danone Specialized Nutrition, Jakarta**

**May 2017-Now**

- Field of expertise: Account Management, Engagement, Business Analysis, Customer Relationship, Product Knowledge, and Marketing.
- Skills: Presentation, Negotiation, Engagement.
  - **Business Analytic:** Monitoring, analyzing and maintaining growth of Active Outlet, Transactions, in order to achieve given target.
  - **Engagement:** Engagement with potential outlet to increase product share
  - **Marketing:** Create a Scientific Event in outlet to educate users such as doctors, nurses, and dietician to increase awareness and knowledge in the field
- **Achievements:**
  - Bebelove Gold Drumbeat Winner on July 2018, National
  - Soya Drumbeat Winner on July 2018, National
  - Fast Recovery Program Winner on December 2018, National
  - Top 3 Science Assessment on 2019, Regional
  - Succeeded to develop karawang area by engaging with some outlets from may 2018 to june 2019.

**Sales Representative, PT Primaco, Jakarta**

**August 2016-May 2017**

- Field of expertise: Business Analysis, Engagement, Customer Relationship, Product Knowledge, and Technical Analysis.
- Skills: Presentation, Negotiation, Business Evaluation.
  - **Business Analytic:** Monitoring, analyzing and maintaining growth of Active Outlet, Transactions, in order to achieve given target.
  - **Engagement:** Engagement with potential outlet to increase product share.
- **Achievement**
  - Highest Sales from November 2016 to April 2017

**Sales Management Trainee, PT Carrefour Indonesia, Jakarta**

**November 2015-June 2016**

- Field of expertise: Business Analysis, Technical Analysis, and Marketing.
- Skills: Promotion, Business Analysis, Negotiation, Stock Controlling.
  - **Business Analytic:** Monitoring, analyzing and maintaining growth of Active Outlet, Transactions, in order to achieve given target.
  - **Marketing:** Understanding Planogram (display) and Promotion that runs every week or holiday and driving team to sell exceeding target
  - **Stock Controller :** Making an accurate sales forecast to ensure product availability every week.

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## ORGANIZATION EXPERIENCE

PERIOD	ORGANIZATION	POSITION
2021-2025	DKM Musholah AL-Barokah	Secretary
2011	Malam Keramat dan Orde Keramat	Program Divison
2011	Futsal Divison	Committee
2011	Food Processing Club	Active Member
2010	BAUR Orientation Program Himitepa	Facility and Properties Divison
2010	PLASMA Orientation Program Himitepa	Facility and Properties Divison
2010	Reds CUP	Contingent Head of Food Science and Technology Department

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## ADDITIONAL INFORMATION

- English: Active
  - Good use of MS Word, PowerPoint, Photoshop and Excel.
  - Was born at Jambi, June 1<sup>st</sup> 1990.
  - Marital Status :Married
  - Religion :Moeslem
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Depok, May 2021

I Hereby that all the things listed above are true and I am full responsible of it.

*Randy Dio Aritama*