



# Daniel Simanjuntak

## Profile

I consider myself as a highly motivated person and hardworking person, ready to learn quickly and to work under pressure. With the experience as a sales person in various industries for more than 3 years, I am confident that I will be able to perform the work well. I believe that my skills and experiences will be beneficial to your company.

## Employment History

### Sales Engineer for Instruments, PT. Trifisa Oktagon Prakarsa, East Jakarta

APRIL 2014 – FEBRUARY 2015

#### Main roles :

- Travelling ☐ to visit potential clients
- Establishing ☐ new, and maintaining existing, relationships with customers
- Managing ☐ and interpreting customer requirements
- Persuading ☐ clients that a product or service will best satisfy their needs
- Calculating ☐ client quotations
- Negotiating ☐ and closing sales by agreeing terms and conditions
- Offering ☐ after-sales support services
- Administering ☐ client accounts
- Analysing ☐ costs and sales
- Preparing ☐ reports for head office
- Meeting ☐ regular sales targets

### Sales Engineer for Industrial Equipments, PT. Kawan Lama Sejahtera, West Jakarta

MARCH 2015 – PRESENT

#### Main roles :

- Searching ☐ for new clients who might benefit from company products or services ☐ and maximizing client potential in designated regions
- Developing ☐ long-term relationships with clients through managing and ☐ interpreting their requirements
- Providing ☐ pre-sales technical assistance and product education, and ☐ after-sales support services
- Supporting ☐ marketing activities by attending trade shows, conferences and other ☐ marketing events
- Penetrating ☐ to customers to look opportunity for increasing sales revenue.

## Education

APRIL 2021 – APRIL 2021

### Bachelor's Degree(S-1) of Industrial Engineering

Telkom University, Bandung (2008-2014)

GPA : 2.33 out of 4.00

## Details

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DATE / PLACE OF BIRTH

06 July 1990

Medan

## Skills

Customer Service

Ability to Work Under Pressure

Communication

Adaptability

Microsoft Office

Problem Solving

Teamwork Skills