



Owen Rohadyan Natadjaya

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Achievements

- Grew Client "X" sales amount by approximately 6000% since handling the account in 2018 (Sales 2014-2018: Rp. 35 million vs 2019-Present: Rp. 2 billion)
- Delivered record-breaking sales achievement in Feb 2020 (Sales: Rp. 1.3 billion, 205% of target, 126% growth)
- Delivered record-breaking sales achievement in Q1-2019 (Sales: Rp. 2.1 billion, 143% of target, 86% growth)
- Grew total customer account in assigned territory by 67% since handling the area in 2018 (27 vs 45 accounts)
- Grew total item account in assigned territory by 49% since handling the area in 2018 (72 vs 107 item accounts)

Experience

PT KEYENCE Indonesia

Jul 2017 - Present

Sales Engineer

Jul 2017 - Present

- Develop and implement sales and marketing strategies for targeted and segmented customers, consistently hitting monthly and quarterly sales targets
- Directly handle the entire sales pipeline, from consultation and designing to installation and post-sales support.
- Maintain relationships with existing customers while building new relationships with potential customers
- Mentor and lead team members on their sales strategies to reach both their individual and team targets
- Increase staff motivation and capability building through strategic engagement and personal in-touch approach, resulting in a junior team member's sales growth of 50% to Rp. 150 million

International Lead System (ILS) Leader

Sep 2019 - Present

- Develop and execute strategies to increase cross division sales activity in order to grow customer accounts in all company divisions
- Promote the collaboration of salespersons all company divisions to expand the vision and awareness for total company growth and achievement

JAYA SAKTI Cosmetics

Sep 2010 - Jun 2017

Business Development Senior Associate

Aug 2015 - Jun 2017

- Developed and implemented a new system operation to increase efficiency by advancing from a conventional system to a fully digitized system, saving employee time and cutting company cost
- Establish and execute training and development programs for both new and existing employees
- Maintained and managed the sales, inventory, and order and delivery of merchandise
- Provided excellent customer service by addressing and solving customer inquiries in a timely manner
- Conducted weekly team meetings to increase communication and ensure a positive work environment

Business Development Junior Associate

Jul 2011 - Jul 2015

Business Development Intern

Sep 2010 - Jul 2011

Education

Parahyangan Catholic University (UNPAR)

2011 - 2016

Bachelor in Economic Management

Saint Aloysius High School

2007 - 2010