



# R. M DRAJAT SAPUTRA

## PROFESSIONAL ASSETS:

- ✓ Customer's relationship buildings capability.
- ✓ Effective time management.
- ✓ Accurately research and Information collection.
- ✓ Active listener.
- ✓ Good Client engagement.
- ✓ Conflict management and resolution capability.
- ✓ Goal oriented, self-motivated, adaptable and responsible, ability to work independently or teamwork.
- ✓ Ability of Sales presentation and Sales demos.
- ✓ Ability to manage multiple projects and clients.
- ✓ English communication skills spoken and written (intermediate).

## CONTACT

### Home Address:

Jl. Balai Rakyat 1 RT05/RW01  
No: 36 Pondok Bambu, Jakarta Timur.

### Email:

[drajat.saputra84@gmail.com](mailto:drajat.saputra84@gmail.com)

### Mobile Phone:

+62813-5496-3798

## EXPERTIES & KNOWLEDGE

- Cutting tools technical skill
- Negotiation's skills
- Project development
- Sales management
- Business Communication
- Customer services
- Sales prospecting

## SOFT SKILLS

- Windows and Ms. Office
- Internet literate
- Data base system (as user)

## ACHIEVEMENTS:

- ✓ Responsible, managed and maintained relationship with over 39 accounts to drive sales growth.
- ✓ Consistently 90-% - 100% monthly sales achievement in year 2019.
- ✓ Guided, mentored, and trained in technical courses for internal and external sales resp and also for engineers of customers.
- ✓ Successfully contributed in sales expansion through tool replacement with sales total growth of 25% in year 2018

## CAREER DETAILS:

March 2021 - Sept 2021

Relationship Manager (B2B)

PT. CARTRACK TECHNOLOGIES INDONESIA

Industry: Leading global provider of data analytic solutions for mobile asset management, asset recovery and workforce optimisation based on a proven Software-as-a-Service platform (GPS Tracker).

Position Level : Supervisor / Principle.

Role Profile:

- To knowing end user business core (Automotive, Logistics, Food & Beverages, Construction Equipment and others).
- Provide the sales support (Inquiry findings, Quotation, Product Demonstration)
- Develop and execute sales strategy plan that expands the company's customer base and ensuring its strong presence.
- Develop and implement a monthly sales forecasting.
- Dialogue with our clients to understand their business objectives and challenges.
- Preparing sales activity regularly by CRM System.
- Customer visits with purposed find new clients and meet the person in charge.
- Present value-proposition to sales leads and current

## EDUCATION

June 2013 - Feb 2021

Bachelor Degree of Economic  
(S1), Management

IMMI, Jakarta

2009-2011

Diploma III, Actuary & Insurance  
Administration

Universitas Indonesia (UI) Depok

2002 - 2006

Senior High School 50, Jakarta

1999 - 2002

Junior High School 51, Jakarta

1996 - 1999

## TRAINING AND COURSES

Nov 2012 - May 2013

Competition Law: Compliance  
Training Course, SUMITOMO  
ELECTRIC INDUSTRIES, Ltd

Dec 2016

Compliance and Business Ethics,  
SUMITOMO ELECTRIC INDUSTRIES,  
Ltd

May 2015

Course of Turning & Milling tools,  
SUMITOMO ELECTRIC HARDMETAL  
INDONESIA.PT

March 2014

Business To Business Selling  
Technique (MARKPLUS INSTITUTE  
OF MARKETING- MIM)

Oct 2010

Pribadi Unggul,  
SAMKO TIMBER LTD, PT. SUMBER  
GRAHA SEJAHTERA

June, 2009

Financial Expo " Insurance  
Banking & Now

FISIP UI - DEPOK

Feb, 2004

## Sales Executive

PT. SUMITOMO ELECTRIC HARDMETAL INDONESIA  
(SUMITOMO ELECTRIC INDUSTRIES Group)

Industry: Automotive (Engineering & Technical)

Position Level : Supervisor / Coordinator

Resignation background: Looking opportunity carrier level

Role Profile:

- Business prospect information resource.
- Technical training and presentation
- Manage and maintains customers in Jakarta, Cikarang and Batam area.
- Quotation's preparation and sales profit control.
- Stock control in Distributor and customers, to make sure no stop line occurrence.
- Customers Technical support: provide samples for trial, technical advises, trial monitor and control to get optimum result.
- Price negotiation with end user and also vendors through consulting with Managers in charge.
- Customers order delivery lead time control.

## Field Sales Supervisor

DKI Jakarta - Modern Channel Trade  
PT. DELTA DJAKARTA, Tbk

Industry: Consumer Product / FMCG

Position Level: Supervisor / Coordinator

Resignation background: Salary & Work Environment

Role Profile:

- Identify customer types, determine market segment and ensure appropriate brand portfolio available in all outlets to achieve sales volume per brand and market share targets.
- Responsible in performing merchandising activities in all outlets.
- Determine sales promotion activities on outlets and special events
- Provide outlets targets with appropriate calculation to ensure proper contact for selected outlets.
- Responsible to implement and monitor marketing in region or area-initiated sales activity and promotion in outlets level.
- Ensuring the implementation of suggested whole sales or retail price by conducting price campaign, placing price strips and other approaches.
- Responsible to build and maintain good customer's relation.

May 2011 - Oct 2012

Sales Executive  
East Borneo, INDONESIA  
PT. INTRACO PENTA, Tbk

Industry: Heavy Industry/Machinery/Equipment

Position Level: Staff

Resignation background: Salary & Work Location

Role Profile:

- Develop and execute sales strategies to meet /exceed sales targets.
- In charge of Balikpapan, Samboja, Handil, Sanga Sanga, Samarinda, Grogot, Batu Kajang.
- Work closely with stakeholders to maximize sales and profitability.
- Maintaining long terms strategic partnerships and expand coverage to the industry stakeholder.
- Accountable for achieving sales target.
- Create and maintain customer profile for all existing.
- Seek out new business development and monitor sales projects.
- Conduct one on one review with team to build more effective communications and monitoring guidance for the improvement in sales activity performance.
- Monitor customer service, invoicing payment and collection from the sales team to the customers.

## PERSONAL DETAILS

R.M Drajat Saputra

April 9<sup>th</sup>, 1984

Status Married

Indonesia citizen

Moslem

Feb 2010 - Apr 2011

Sales Executive  
PT. TRAKTOR NUSANTARA  
(ASTRA GROUP)

Industry: Heavy Industry/Machinery/ Equipment

Position Level: Staff

Resignation background: Salary

Role Profile:

- Consultant support for warehousing, factory logistic and material handling.
- In charge of West Jakarta, Tangerang, Cilegon Industrial area.
- Accomplishes marketing & sales objectives by planning, developing, implementing and evaluating advertising.
- Provide material handling rent to achieved best solution to the customers.
- Outstanding product knowledge of material handling (Forklift, Tractors, Crane etc.)
- Managing documents and papers to support rental service activities.

Aug 2007 - Jan 2010

Marketing Administration Staff

PT. SUMBER GRAHA SEJAHTERA

(SAMPOERNA KAYOE)

Industry : Wood/Fiber/Paper

Position Level: Staff

Resignation background: Salary

Role Profile:

- Preparing SO (Sales Order) and DO (Delivery Order).
- Preparing Invoicing Payment and Packing List.
- Preparing Delivery Schedule.
- File Documentation.
- Organized Sales Record.