

“Just ordinary man with extraordinary thought and strong character”

Target Market :

- ✓ Business Development Head
- ✓ Sales & Marketing Head
- ✓ Retail Head

Qualification :

- ✓ **Magister Manajemen** – Prasetiya Mulya Business School (**3.59 GPA** out of 4.00) – Oct 2016 s/d Dec 2018.
- ✓ **Bachelor of Economic** – UNIKA Atma Jaya Jakarta (**3.50 GPA** out of 4.00) - 2009 s/d 2013.

Career Summary :

- ✓ **Ronde Mbok (Feb 2020 – Current)** as Business Owner
- ✓ **PT Nutifood Indonesia (Oct 2019 – Jan 2020)** as Key Account Associate
- ✓ **YOU Pte. Ltd (Jan 2019 – Sept 2019)** as Local Key Account Executive JABODETABEK
- ✓ **PT Sokonindo Automobile (Jun 2017 – Jun 2018)** as Area Sales Manager.
- ✓ **PT Astra International Tbk - Honda (April 2014 – Sept 2016)** as Area Sales Supervisor, Retail Sales Supervisor, Big Bike Manager.

ELIAS SUGITA HANDOYO

Apartemen Green Bay Pluit, Penjaringan, Jakarta Utara 14450
Tel +62 812 8288 5466

elias.sugitahandoyo@gmail.com

<https://www.linkedin.com/in/elias-sugita-handoyo-m-m-6bb322a1/>

WNI, Tionghoa, Chatolic
30 Years old - 184 CM / 83 KG
Single

Bahasa (Native), English (Professional Working Proficiency)



Professional Achievement :

*** Ronde Mbok (Jakarta)**

- ◆ Growing Ronde Mbok omsets from “0” to constantly around IDR 70.000.000 – 100.000.000 per month, managing customer database from “0” to around 3000 with 30% - 40% repeat order ratio. More information about our business, please visit www.rondembok.com .

*** YOU Pte. Ltd (Jakarta)**

- ◆ Growing YOUVIT's retail sales on Local Account JABODETABEK area from "0" to constantly around 8.000 – 10.000 sachet / month equivalent ; from “0” to 72 Stores.

*** PT Sokonindo Automobile (Jakarta)**

- ◆ Succeed in dealing cooperation between PT Sokonindo Automobile – PT Adira Finance.
- ◆ Succeed open 1 showroom (3S scale) in Denpasar Bali – Cooperation with PT Cahaya Surya Bali Indah (Official dealer for Hino, Renault, and main dealer for Suzuki motor cycle).
- ◆ Succeed in handling some important event for PT Sokonindo Automobile, in details :
 - ❖ GIIAS 2017 – Size project IDR 3.000.000.000,- (Aug 2017).
 - ❖ Grand factory launching in Cikande Serang Banten – Size project IDR 5.000.000.000,- (Oct 2017).
 - ❖ IIMS 2018 – Size project IDR 3.000.000.000,- (April 2018).
 - ❖ Exhibition at JCC – Size project IDR 1.000.000.000,- (May s/d Jul 2018).

*** PT Astra International Tbk – Honda (Sulawesi - Maluku Region)**

- ◆ Overall 90% - 110% KPI achieve. Handling PARETO area (35% sales contribution).
- ◆ Awarded as Runner up Region Finalist 2015 on Astra Motor Improvement Competition, Cross Dept. Project – “Project Blank Our Box”.
- ◆ IMAD Finalist East Indonesia 2015 (AHM's Improvement Competition) – “Project Blank Our Box”
- ◆ Awarded as National Finalist 2016 on Astra Motor Improvement Competition, Cross Dept. Project) – “Project JANTUNG”.

“My professional area expertise is around **business management, sales and distribution, marketing, account management, area management, project handling, sales team handling, B2B & B2C** and have professional experience for almost 5 years of working on corporate and start-up scale level companies.”

“My industry background is automotive & fast moving customer goods **but i’m open to learn with different role and industries, so give me a chance to give my best performance on your team and on your company.**”

“Single, oldest brother, have a single mom and do very proud, value time, very active, addict to any kind of sports, open minded, very detail person (I’m very sorry with this), adventurous, out of the box, and guarantee 100% ready for work (physically and mentally).

Skills & Ability :

- ◆ Talk, persuasive communication skill, presentation skill, and negotiation.
- ◆ Team management, speciality in managing sales and distribution team, area management team.
- ◆ Very advance in using Ms. Office (making dashboard, etc)
- ◆ Deep analyzing use qualitative & quantitative method, data interpretation & execution.
- ◆ Business development, networking.
- ◆ 60% back office, 40% field visit.
- ◆ PDCA cycle, fish bone thinking, very fastidious about everything (I’m so hunger with knowledge a.k.a knowledge is power mind set).

Personal Key Attributes :

- ◆ Ambivert (depends on situation, work environment, and man things).
- ◆ Trustworthy, dependable, and full of responsibility.
- ◆ Fastidious about everything and anything.
- ◆ For working, usually i prefer to use choleric role. (I can use 4 personality case by case – full control of my brain).
- ◆ For discussion & brainstorming, usually i prefer to use black hat role (i can adjust depends on the situations).
- ◆ Well managed & have highly enthusiastic willingness to learn (very fast learner).
- ◆ Can be a good team worker (i prefer), also I can do outstanding work by my self (if necessary).
- ◆ High enthusiasm in music (listen all music genres, singing & playing guitar).
- ◆ Like to do sport, such like : soccer, futsal, gym, swim, etc.
- ◆ Reading, travelling, partying, and all having fun stuff.

Training & Courses :

- ◆ UNIKA Atma Jaya team building & leadership training
- ◆ Astra Attachment Program (AAP)
- ◆ Astra Basic Management Program (ABMP)
- ◆ Astra Marketing Supervisor Orientation Program (AMSOP)

Why you should hire me?

“Because, i will be an amazing extra-addition in your team!”

I hereby declare that the curriculum vitae I wrote above is entirely true. I’m fully responsible if there is any mistakes contained in this curriculum vitae.

**Best Regards,
Elias Sugita Handoyo**