




STANLEY RAY

HEAD OF SALES & MARKETING

PERSONAL PROFILE

Experienced Sales & Marketing Operation Head with 6 years experience working for one of the largest group company in Indonesia. Successful at managing sales operation to increase market share, revenue & productivity at two wheels & four wheels automotive industry. Interested in managing people & process to achieve higher level of excellences. Problem solving enthusiast.

CONTACT

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Karang Tengah -
Tangerang

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 /stanleyray92

EDUCATION

Atma Jaya University - Jakarta
Bachelor of Industrial Engineering
2011 - 2015
GPA 3.39 out of 4.00

WORK EXPERIENCE

DAYA Daihatsu, Head of Sales & Marketing **PT Daya Adicipta Wihaya member of Triputra Group**

JAKARTA
JAN 2020 - NOW

- Directing Sales & Marketing Operation Strategy to all Dealers / Outlets
- Synergy Operations w/ Astra Daihatsu Sales Operation as Principle & Financial Services Company / Leasing.
- Manage Prime Fleet Customers.
- Direct Report to CEO
- Responsible for DAYA Daihatsu's Market Share, Revenue, Productivity & NPAT

DAYA Wisesa, Area Sales Supervisor **PT Daya Adicipta Wisesa member of Triputra Group**

MANADO - TERNATE
JAN 2018 - JAN 2020

- Responsible for increase Unit Sales & Market Share for Honda's Motorcycle Product
- Responsible for increase Revenue for Honda's Spare Part & Oil Product.
- Improving All Outlets / Dealers Performance
- Create Sales Plan Forecast & Distribution Strategy
- Relationship Management & Strategic Initiatives in Area w/ Astra Honda Motor as Principle, Outlets, Finance Company.

Triputra Group, Corporate Manufacturing Operation & Improvement Analyst

Triputra Group, Corporate Management Trainee

JAKARTA
MAR 2015 - DEC 2017

- Manufacturing Operation Improvement Projects (Production System, Productivity & Capacity Up, etc.)



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LANGUAGE

Business English Proficiency
English First Jakarta
Upper Intermediate - Advance Level

REFERENCES

Available upon request

DOB

May 30th, 1992

- Services Operation Improvement Project (Express Maintenance & Shortening Lead Time)
- Agribusiness Operation Improvement Project (Quality Assurance)

SKILLS

- Exceptional communication and networking skills
- Adaptive Person ; Successful working in a team environment, as well as independently
- Reliable ; The ability to work under pressure
- The ability to give & also follow instructions and deliver quality results

ACHIEVEMENT & AWARDS

- Breaking Record DAYA Daihatsu's Car Sales & Market Share - 2021
- Breaking Record Honda Motorcycle Sales & Market Share @ North Moluccas - 2019
- 2nd Best Student @ Corporate MT Program - 2015