



ZIKO PASARIBU

Area Sales Supervisor

CONTACT INFORMATION

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Address: Bojong Kulon Dalam No. 20/8
Bandung, 40191, West Java, Indonesia

ADDITIONAL SKILLS

Adept in: Microsoft Office (word, power point, excel).

Personal Skills: Teamwork, Critical Thinking, Public Speaking, Presentation, Sales, Forecasting.

CERTIFICATIONS

In Company Education Program PT. Astra Otoparts, Tbk With The Topic Of Management Development Program by MARKPLUS, INC

EDUCATIONAL HISTORY

Telkom University

Bachelor's Degree in Communications, Major in Marketing Communication

- Graduated with a cumulative GPA of 3.65
- 2011 - 2015
- Member, Bengkel Seni Embun (Event Organizer)
- Publications: 'Pengaruh Penggunaan Media Internal Portal PT Dirgantara Indonesia Terhadap Citra Perusahaan' Published by *Kelompok Keahlian Ilmu Kemanusiaan FRSD-ITB (JURNAL SOSITEKNOLOGI, Volume 14, Nomor 1, April 2015)*

CAREER HISTORY

PT Astra Otoparts Tbk

Area Sales Supervisor, 2018 - present

Support main dealer to perform excellent by monitoring sales performance as per company guidance within corporate policy and principle of integrity.

- Achieved sales growth of 25% in 2021
- Exceeded sales target of various product in certain main dealers
- Actively involved in salesforce empowering
- Led digital administration by switching print correspondence materials to digital using Portal MD Admin
- Enrich & utilized customers database by survey product availability
- Reviewing main dealers performance

Merchandising Section Head, 2017 - 2018

On The Job Training as a Merchandising for Retail Shop & Drive Division at PT Astra Otoparts.

- Place orders to replenish stock avoiding insufficiencies or excessive surplus
- Analyze data to anticipate future needs
- Liaising with stores, suppliers/ distributors
- Collaborate with warehouse employees and other staff to ensure business goals are met
- Report to upper management on stock levels, issues etc

PT Gramedia Asri Media

Merchandising Officer, 2016 - 2017

Merchandising officer ensure that products appear in the right store, or on a website, at the appropriate time and in the correct quantities.

- Ordering and ensure items are in stock
- Planning product ranges and preparing sales and stock plans
- Liaising with stores, suppliers/ distributors
- Controlling stock levels based on forecasts for the season
- Analysing the previous season's sales and reporting on the current season's lines
- Meeting with suppliers and managing the distribution of stock, by negotiating cost prices, ordering stock, agreeing timescales and delivery dates and completing the necessary paperwork