

Dimas Bagaskara

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Location: South Jakarta, Indonesia

Work Rights: **Seeking Employer-Sponsored Visa in Australia**

Professional Summary

Results-driven Business Development and Sales Specialist with expertise in high-value client acquisition, strategic partnerships, and educational outreach. Proven record of delivering over IDR 1.4 billion in potential revenue, managing end-to-end sales cycles, and executing large-scale events independently. Skilled in stakeholder engagement, CRM tools, and performance optimisation.

Key Skills

- Business Development & Client Acquisition
- Stakeholder Engagement & Partnership Management
- Event Coordination & Educational Outreach
- CRM & Sales Pipeline Management (Microsoft Excel, CRM tools)
- Revenue Growth & KPI Achievement
- Negotiation (English & Bahasa Indonesia)
- Problem-Solving & Analytical Thinking

Professional Experience

Swiss German University, Directorate of Marketing & Communication | Sep 2024 – Jul 2025
| Sales Executive for Bachelor's Degree Program

- Acquired 14 high-ticket clients for premium educational products valued at hundreds of millions IDR using less than IDR 15 million in expenses (CPA < IDR 1.1M).
- Established partnerships with prestigious National and International school connection.
- Coordinated workshops for 300+ students at multiple top schools, managing all logistics as sole PIC.
- Built a client database from scratch, overseeing sales cycle, collections, marketing support, and scholarship coordination.

PT Ruang Raya Indonesia (Ruangguru), Jakarta | Jul 2023 – Sep 2023 | Student Advisor & Sales Marketing

- Conducted class visits and company presentations to increase student engagement.
- Managed administrative operations for Fatmawati branch.
- Increased student retention by proactive reminders and teacher bookings.

CV Cokro Bersatu (Bluder Cokro) | Oct 2022 – Jan 2023 | Area Sales Distributor

- Managed sales for major accounts including Sate Khas Senayan, Grabmart, and Total Buah.
- Negotiated supply deals with national supermarket chain Superindo.

PT Ruang Raya Indonesia (Ruangguru), Yogyakarta | Mar 2021 – Sep 2022 | Field Education Consultant

- Ranked #1 in revenue (Aug 2021), #5 (Feb 2022), and #10 (Jul 2022) in regional performance.
- Earned internal promotion eligibility for multiple roles and cities across Indonesia.

Education

Bachelor's Degree in Political Science on July 2014 – February 2018 | National University, Jakarta, Indonesia

Achievements

- Directly contributed over IDR 1.4 billion in potential revenue with minimal operational costs.
- Recognised by partner institutions for professionalism and communication skills.
- Successfully ran large-scale events as a one-person coordinator.

Organisational Experience

- Contributed to high-level organisational events within the field of social science, supporting strategic planning and execution to achieve organisational goals.
- Served as committee member for the inauguration of the Ministry of Administrative and Bureaucratic Reform under Dr. Yuddy Chrisnandi, M.E.
- Participated in national-level events including sessions at the People's Consultative Assembly (MPR RI), the House of Representatives (DPR and DPRD RI), and Indonesia Lawyers Club (ILC).
- Engaged in meetings with the Chairman of DPR RI, the Vice President of Indonesia, and various Ministers, facilitating coordination and event management.