

Yuniar Fella

Anggraeni, S.T., M.T



Contact

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Yuniar Fella Anggraeni



Professional Summary

Entrepreneurial Business Development and Strategic Marketing with excellent business acumen and proven history of driving technical sales and revenue growth. Friendly and outgoing with natural ability to build key relationships through communication, customer service, and negotiation skills. Successfully leads and motivates teams to execute business opportunities and close sales in fast-paced environments with tight deadlines.



Work History

2020-current

Strategic Marketing & Business Development Team

PT Rapid Infrastruktur Indonesia - Indonesia

2019-2020

Senior Technical Sales Engineer

PT Fosroc Indonesia - Indonesia

2012-2013

Key Account Consultant

PT Holcim Indonesia Tbk (LafargeHolcim Indonesia)

2012-2013

Engineering Cost Estimator

PT Inovasi Sarana Graphindo - Indonesia



Skills

Problem resolution



Relationship development



Team management



Project organization



Budgets



MS Office



Process improvement



Communications



Business operations



Languages

English



French





Education

2017- 2019

Master of Engineering: Civil Engineering

Universitas Pelita Harapan - Indonesia

2014 - 2016

Bachelor of Engineering: Civil Engineering

Universitas Pancasila - Indonesia

2009 - 2013

Diploma of Engineering

Politeknik Negeri Jakarta - Indonesia



Accomplishments

- Supervised team of 15 staff members.
- Resolved product issue through consumer testing.
- Collaborated with team of 20 in the development of New Yogyakarta International airport.
- Success to handle government and private projects
- Create a high margin around 35-40% for revenue.
- Having a potential contact connection and networking in Government and Privates Company



Interests

Travelling

Entrepreneurship