# FAJAR ADI PRASETIO

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## SUMMARY

Graduated from Informatics Engineering Department at Universitas Indraprasta. Driven by analytical thinking and programming skills. Transitioning from a career in sales and seeking a full-time or internship role in the field of data analytics. Highly passionate about data. Willing to challenge myself through working across disciplines in a dynamic environment.

## EDUCATION

**Universitas Indraprasta PGRI** *2017 – 2022*
Bachelor of Informatics Engineering - GPA 3.10

## PROFESSIONAL EXPERIENCES

**PT Sahabat Abadi Sejahtera (Philips Authorized Distributors) – Jakarta, Indonesia**
Sales Executive (*January 2021 – December 2021*)
- Contributed to develop 15% new business opportunity through researching and recommending the prospects.
- Researched and analyzed the sales options.
- Analyzed trends and competitors to identify company improvements.
- Collected and analyzed information and prepare data and sales reports.
- Built and maintained professional networks and relationships with clients, prospects, and potential clients through conducting meeting to determine their needs.

Sales Support (*February 2017 – December 2020*)
- Assisted the administration operation through entry Sales Orders.
- Follow up the customers to confirm lastest news and customer needs.
- Provided the sales team with data reports and sales guides to facilitate work operations.
- Monitor monthly sales performance through excel and report progress to sales representatives.

## SKILLS AND COMPETENCIES
- **Technical Skills:** Operating Ms. Office, Programming (R, Python), Databases (MySQL, BigQuery), Data Visualization Tools (Tableau)
- **Soft Skills:** Teamwork, Adaptability, Communication, Analytical Thinking, Detail-Oriented, Perseverance

## CERTIFICATIONS
- **Coursera | Data Analytics Google Professional Certificate [certificate]**
- **RevoU | Intro to Data Analytics [certificate]**

- **Udemy | Microsoft Excel – Basic Excel / Advanced Excel Formulas Certificate [certificate]**
- **Dicoding | Belajar Dasar Visualisasi Data [certificate]**
- **Dicoding | Memulai Pemrograman Dengan Python [certificate]**
- **Dicoding | Belajar Machine Learning Pemula untuk Pemula [certificate]**

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PORTFOLIO

- github.com/FajarAdi25