

# PURNOMO

## Bachelor of Industrial Engineering



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### About Me

Name : Purnomo  
Place and Date of Birth : Jakarta, May 19<sup>th</sup> 1978  
Religion : Islam  
Cellular Phone / WA : **0812 1006 2434**

Experienced Senior Sales Engineer with a Demonstrated history of working in the Mechanical or Industrial Engineering industry. Skilled in Communication and Negotiation, sales, Engineering, Document Management and sales engineering. Hard Working and Willing to learn anything to Improve Abilities. Strong Sales professional with a scholar focused in Industrial Engineering from Mpu Tantular University.qa

### Experience

Mar 2019 - June 2020

#### Sales Engineer

PT Alfascale Indonesia / Almega Group

Job and Responsibility/JobDesc:

- Searching for new clients who could benefit from our products in a designated region
- Establishing new and maintaining existing, relationships with customers
- Negotiating tender and contract terms
- Managing and interpreting customer requirements
- Negotiating and closing sales by agreeing terms and conditions
- Submit offering and specifications
- Recording and maintaining client/customer contact data
- Making technical presentations and demonstrating product in order to meet customer needs
- Solving client and customer problems
- Co-ordinating with the supporting team and technical department if necessary
- Supporting marketing by attending trade shows and other marketing events.
- Co-ordinating with the Finance and shipping department
- Create monthly prospect and sales reports

Sep 2017 - Sept 2018

#### Sales Engineer

PT Ometraco Arya Samanta

Job and Responsibility/JobDesc:

- Looked for potential new customers
- Searched and made lists for prospective customer data
- Conducted communication with potential customers
- Presented product specification presentation and negotiated
- Assisted the shipping and engineering section for unit installation
- Responded to customer complaints
- Make 6 monthly reports for prospect and sales

Feb 2015	-	Nov 2016	<b>Sales Engineer</b> PT. Almega Sejahtera <ul style="list-style-type: none"> <li>- Searched for new clients who could benefit from our products in a designated region</li> <li>- Established new and maintained existing, relationships with customers</li> <li>- Negotiated tender and contract terms</li> <li>- Managed and interpreted customer requirements</li> <li>- Negotiated and closed sales by agreeing terms and conditions</li> <li>- Submitted offering and specifications</li> <li>- Recorded and maintained client/customer contact data</li> <li>- Made technical presentations and demonstrating product will meet customer needs</li> <li>- Solved client and customer problems</li> <li>- Conducted Co-ordination with the support team and technical department if needed</li> <li>- Supported marketing by attending trade shows and other marketing events.</li> <li>- Created monthly prospect and sales reports</li> </ul>
Jan 2012	-	Feb 2015	<b>Sales Engineer</b> PT. Mugi, Jakarta <ul style="list-style-type: none"> <li>- Looked for potential new customers</li> <li>- Searched and list for prospective customer data</li> <li>- Contacted potential customers</li> <li>- Conducted Product specification presentation and negotiation</li> <li>- Assisted the shipping and engineering section for unit installation</li> <li>- Responded to customer complaints</li> <li>- Created monthly reports for prospect and sales</li> </ul>
Jan 2011	-	Sept 2011	<b>Document Controller</b> PT. Balfour Beatty Sakti, Jakarta <ul style="list-style-type: none"> <li>- Facilitated the submission of all drawing documents from the engineering team to each department and Consultant</li> <li>- Evaluated and examine all drawing documents carefully to allow control of documents before they are sent to other departments and consultants</li> <li>- Separated iron structure and foundation Image files, Civil-Architecture and New Building-Existing building into large folders</li> </ul>
June 2009	-	Dec 2010	<b>Administration Staff</b> Islamic Boarding School Imam Ibnu Hajar, Jakarta <ul style="list-style-type: none"> <li>- Made schedule of Paperwork</li> <li>- Visited potential donors</li> <li>- Managed Socialization of the surrounding/local community</li> <li>- Conducted communication bridge for every information and school activity to the local community</li> </ul>
March 2009	-	June 2009	<b>Engineer Staff / Project Division</b> PT. Arina Karya Sentosa, Pondok Gede – Bekasi <ul style="list-style-type: none"> <li>- Accompanied on going project supervision</li> <li>- Accompanied senior engineers in carrying out manufacturing and installation plans at the project site.</li> </ul>
May 2006	-	April 2008	<b>Operator Staff Contact Centre</b> Contact Centre 108 TELKOM, Jakarta <ul style="list-style-type: none"> <li>- Served TELKOM Customers in their information needs</li> <li>- Received customer calls for complaints and address and telephone number information from state and private institutions and companies (Customer Services)</li> </ul>

August 2002	-	March 2005	<b>Operational Staff</b> PT. Yusindo Mitra Persada, Bekasi
Job and Responsibility/JobDesc:			<ul style="list-style-type: none"> <li>- Ensured and scheduled the collection of goods from the customers warehouse to be delivered to partners/branches of the customer</li> <li>- Prepared the documents required for the collection and delivery of goods ordered by the customer</li> <li>- Accompanied the collection and delivery of customer goods.</li> </ul>
Oct 1997	-	March 1998	<b>Operator (Machining Division)</b> PT. Toyota Astra Motor, Jakarta
Job and Responsibility/JobDesc:			<ul style="list-style-type: none"> <li>- Arranged a pallet containing a car engine block to a painting location</li> <li>- Painted the engine block in a horizontal turning direction</li> <li>- Checked the thickness of the painting result</li> <li>- Ensured the method and results of painting are in accordance with standard procedures.</li> </ul>
Nov 1996	-	Oct 1997	<b>Contruction Operator</b> PT. Suryatara Jasanindotama, Bekasi
Job and Responsibility/JobDesc:			<ul style="list-style-type: none"> <li>- Carried out steel construction work such as: Cutting, bending and welding iron by following the supervisor's Instructions</li> <li>- Carried out errection work at the project site</li> </ul>

## ■ Formal Educations

1998	-	2003	Industrial Engineering, (GPA : 2,94 ) Mpu Tantular University, Jakarta
1993	-	1996	Patriot Technical High School, Bekasi

## ■ Informal Educations

Oct 2004	-	Jan 2005	Computer Course for Office Application Lembaga Bahasa & Pendidikan Profesional LIA Bekasi <b>LBPP LIA, Bekasi</b>
June 2013	-	Sept 2013	English Course for Conversation One Yayasan Lembaga Pendidikan Indonesia-Amerika Jakarta <b>LPIA Bekasi</b>

## ■ Hobbies

- Reading
- Sometime write
- Swimming
- Socialize
- Watching Football