

Hubungi

noormbintang@gmail.com

www.linkedin.com/in/noor-m-bintang-8a293b10b (LinkedIn)

Keahlian Teratas

Business Strategy

Marketing Strategy

Persuasion

Certifications

MBA In a Box

EF SET English Certificate 70/100
(C1 Advanced)

Fundamentals Of Digital Marketing

Noor M Bintang

Sales Support Section Head at Cahaya Jakarta Group | Tech Enthusiast

Jakarta, Jakarta Raya, Indonesia

Ringkasan

A Diploma Graduated who have Experienced Marketing Executive with a lifelong passion for sales and a track record of driving substantial growth. From selling snacks in high school to now leading domestic marketing teams growth, I've honed my skills and expertise in achieving targets and boosting sales. My proficiency includes S4HANA, C4, Vistex, and a genuine enthusiasm for data-driven decision-making, project management and negotiation.

I've successfully orchestrated strategies that led to a remarkable 2-3% increase in sales domestic P.A, capturing business worth more than \$500K/Month of new customer business and winning over clients from competitors. As a natural leader, I've mastered the art of self-management and seamlessly handling diverse responsibilities.

I specialize in Data Analytics, a competency that empowers my keen decision-making ability. Regular interactions with clients have honed my expertise in customer relationship management, while ongoing learning in digital marketing keeps me at the forefront of industry trends.

My work philosophy goes beyond just benefiting the company – I thrive on creating win-win scenarios, where I not only deliver results but also help customers achieve their goals with exceptional deals.

Currently, I excel as an SAP Super User, spearheading data migration initiatives and leading domestic marketing teams in transitioning from legacy Oracle systems to cutting-edge SAP technology.

Let's connect and explore how my experience in multi-national top-tier companies can contribute to your network and projects. Feel free to reach out!

Pengalaman

Cahaya Jakarta Group
Sales Support Section Head
Juli 2024 - Present (2 bulan)

Led and coordinated a dynamic sales support team,
Driving the efficient processing of purchase orders, job ID management, and seamless communication with production and logistics teams.
Enhanced cross-departmental collaboration by streamlining communication channels between sales support, finance, and procurement teams, leading to improved workflow efficiency and reduced bottlenecks.

Implemented strategies to improve order processing times,
Aligning production schedules with customer shipment timelines, which significantly reduced warehouse congestion and improved overall customer satisfaction.

Developed and mentored a team of new hires,
Accelerating their adaptation to the fast-paced environment, ensuring consistent performance, and fostering a collaborative team culture.

Managed complex customer relationships,
Addressing challenges related to delayed shipments and order processing, and successfully negotiated shipment schedules to better align with warehouse and production capacities.

Monitored and analyzed key performance indicators (KPIs) related to sales revenue,
Focusing on improving new business growth and maintaining a strong relationship with existing customers.

Championed a culture of continuous improvement,
Leading initiatives aimed at achieving zero errors in order processing and empowering the team to take pride in their role as integral contributors to the company's success.

Indorama Corporation
Sales Marketing Executive
Juli 2018 - Juni 2024 (6 tahun)
Indonesia

Strategic Sales and Target Achievement

1. Demonstrated proactivity in identifying and addressing customer needs.
2. Outperformed competitors through innovative approaches and superior service.
3. Utilized market analysis to align strategies with market capacity.
4. Executed impactful email campaigns and marketing calls to boost sales.

Leadership and Self-Management

1. Maintained meticulous daily job tracking to ensure efficient operations.
2. Diagnosed challenges at their source and directed solutions for team success.

Spearheaded professional development initiatives to ensure continuous growth.

Data Analytics and Customer Relationship Management

1. Leveraged data insights to tailor strategies and boost customer engagement.
2. Utilized customer interaction data to gauge interest and tailor communications.
3. Utilized data-driven insights to personalize marketing efforts for impactful results.
4. Managed customer relationships with data-driven precision for improved satisfaction.

Leading the Domestic Project Transition from Oracle to SAP

1. Establishing and maintaining documentation standards and templates to ensure consistency and completeness.
2. crosschecking and validation of master data to ensure no data was duplicated or corrupted during the migration.
3. Establishing an issue tracking system to document and prioritize issues encountered during the transition.

Ningbo MH Industry Co., Ltd

Sales Representative

November 2021 - Januari 2022 (3 bulan)

Indonesia

1. Conducted extensive market canvassing and went to market to gather vital insights, enhancing understanding of market dynamics and downstream needs.
2. Maintained regular and meaningful communication with clients to cultivate strong, lasting relationships.
3. Maintained regular and meaningful communication with clients to cultivate strong, lasting relationships.

PT.Pertamina (Persero)

Engineer In Training

Desember 2016 - Januari 2017 (2 bulan)

Provinsi Jawa Barat, Indonesia

1. Collaborated with cross-functional teams to support project execution, ensuring timely completion and adherence to quality standards.
2. Played a key role in the preventive maintenance of electrical equipment, ensuring equipment reliability and minimizing downtime.
3. Assisted in developing maintenance schedules and protocols, enhancing overall operational efficiency and safety.

Pendidikan

RevoU

Software Engineering · (Januari 2024 - Oktober 2024)

Politeknik Enjinering Indorama

Associate's degree, Teknik Elektro dan Listrik · (2014 - 2017)