

REHAGEL REISA

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Professional with expertise in Sales and Export Management, particularly in the agricultural sector, with a strong foundation in Geographic Information Systems (GIS) and data analysis. Experienced in leveraging spatial data to optimize logistics, improve customer targeting, and drive international sales. Skilled in managing client relationships, negotiating contracts, and ensuring efficient export operations. This unique combination enhances market expansion, streamlines distribution processes, and boosts overall sales performance.

Education

Vocational High School - Bengkulu, Indonesia

2019 - 2022

Geomatic Engineering

Work Experience

RHG BEANS – Lampung, Indonesia

May 2022 - Jun 2024

Export Sales Specialist

- **Developed and maintained relationships with international buyers**, expanding the client base across multiple countries, resulting in a 20% increase in export sales within one year.
- **Negotiated and closed contracts with key international clients**, securing long-term partnerships that boosted company revenue by 25%.
- **Coordinated export processes**, ensuring smooth delivery and compliance with international trade regulations, enhancing customer satisfaction.
- **Analyzed market trends and customer needs** to tailor product offerings, optimizing the sales strategy for different regions and increasing competitiveness in global markets.
- **Promoted Indonesian coffee products** at international trade fairs and exhibitions, enhancing brand recognition and generating new business opportunities.

Cargill - Lampung, Indonesia

Sep 2022 – Jan 2023

SupplyChain – Intern

- **Optimized distribution routes** using spatial data analysis, directly contributing to increased sales efficiency by ensuring timely product delivery to high-demand areas, reducing shipping costs by 15%.
- **Managed and analyzed customer data** using SAP and Microsoft Access, enhancing the ability to identify key sales opportunities and tailor distribution strategies to meet customer demand.
- **Collaborated with the sales team** to implement an inventory tracking system, leveraging GIS to minimize stock loss and ensure product availability, supporting sales growth.
- **Utilized geomatics techniques** to enhance logistics operations, improving customer satisfaction through accurate and efficient delivery.

Skills

- **Sales and Business Development:** Expertise in building and maintaining relationships with clients, negotiating contracts, and expanding market presence.
- **Export and International Trade:** Proficient in managing export processes, including documentation, logistics, and compliance with trade regulations.
- **Customer Relationship Management (CRM):** Skilled in using tools like SAP and Microsoft Access to manage customer data, track sales performance, and enhance customer engagement.
- **Data Analysis & Reporting:** Ability to analyze market trends and customer data to inform strategic sales decisions and optimize performance.
- **Geographic Information Systems (GIS):** Leveraging spatial data to support sales strategies, enhance logistics, and improve market targeting.
- **Communication & Negotiation:** Strong communication and negotiation skills, essential for closing deals and maintaining client satisfaction.