

# EKY KHAIRURRACHMAN

## Business Development

Jakarta, Indonesia | HP: 085183111397 | Email: e.khairurrachman24@gmail.com

### SUMMARY

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A person with more than 6 years of experience. Familiar with business flow, employee management and leadership. Have relation with SME, IT Business Solution community and many more. Doing retention and maintaining good relations with client and supplier, handling team, preparing budget and risk management

### EXPERIENCE

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#### **PT SENTRA INOVASI SOLUSINDO – Jakarta, Indonesia**

Business Development Manager (April 2023 – Present)

- Setting goals and developing plans for business and revenue growth
- Researching, planning, and implementing new target market initiatives
- Researching prospective accounts in target markets
- Pursuing leads and moving them through the sales cycle
- Developing a network of contacts to attract new clients
- Researching new market opportunities

#### **PT DUNIA BOGA INDONESIA – Jakarta, Indonesia**

Sales Supervisor (April 2021 – April 2023)

- Supervise the activities of the sales team including marketing activities like product activations.
- Assist the line manager to recruit, training, enumerating, and retaining a competent sales team.
- Provide reports to top management like sales reports, lead generation reports, customer complaints reports, and new customers' on-boarded reports.
- Prepare sales presentations and other sales tools.
- Assist the line managers to ensure adequate client communication, maintain contacts with clients and provide feedback.
- Initiate sales activities, strategies, and sales plans required to build brand visibility.

#### **BHANDA GHARA REKSA (PERSERO) – Jakarta, Indonesia**

Sales Supervisor (November 2019 - Mei 2021)

- Develop and maintain accurate records of prospects, leads, pricing, sales activities, and active clients.
- Controlling company marketing expenses to ensure the marketing expenditure is kept within budget.
- Attend trade shows and other marketing events and represent the organization.
- Evaluate the performance of the sales team and seek ways to improve the team's performance.
- Identify the trends in the market, both current, and future that are likely to affect the performance of the organization.

#### **PT WARUNG PINTAR SEKALI – Jakarta, Indonesia**

Sales Taking Order (Oktober 2018 – November 2019)

- Record customer orders
- Complete the transaction
- Maintain good relationship with customers
- Monitor product condition

### EDUCATION

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#### **UNIVERSITAS INDRAPRASTA (2023)**

Bachelor of Engineering – Industrial Engineer – 3,16

#### **UNIVERSITAS MOHAMMAD HUSNI THAMRIN (2018)**

Associate Degree – Laboratory Analyst – 3,24

ACTIVITY




Aplikasi Kasir/Android

GET IT ON  
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POWER UP  
YOUR BUSINESS

Bedah Strategi Jitu Modal Minim, Profit Optimal!




Ekky Khairurrachman  
Project Leader & Business  
Development Coordinator

Rumah BUMN Bandung  
31 Jurang No.50, Pasteur

Jumat, 3 Mei 2024

14.00 - 16.00

DAFTAR DI SINI



bit.ly/dahandvireo

Muhammad Koebara  
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Moderator



Ekky  
Business Development  
Coordinator VIREO  
Recommender

Kamis, 29 FEBRUARI 2024 | 20.00 - 22.00 WIB

zoom

SCAN



DAFTAR GRATIS

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BENEFIT

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Ekky Khairurrachman



Willy Tandra  
CEO