


GADIS PURI KENCANA




PERSONAL PROFILE

To obtain a job within chosen field that will change me to use my education, skill and past experiences in a way that is mutually beneficial to both myself and company.

CONTACT

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 /Gadis Puri Kencana

EDUCATION

Prof. Dr. Moestopo University
Bachelor in Communication,
2015

SKILLS

- Good communication, negotiation, and networking skills
- Successful working in a team environment, as well as independently
- The ability to work under pressure and multi-task
- The ability to follow instructions and deliver quality results

WORK EXPERIENCE

PT Kairos Utama Indonesia, Account Executive

MAR 2016 - FEB 2017

- Providing support for clients by learning about and satisfying their needs.
- Making cold calls or reaching out to prospects.
- Following up with prospects several times throughout the sales cycle to ensure needs are being met.
- Developing sales strategies for some tenders and setting quotas

PT OYO Rooms Indonesia, Business Dev Manager

OKT 2018- MEI 2018

- Plan & oversee business development efforts in assigned areas/clusters with a goal to on-board high quality budget hotels on to OYO network.
- Identify new hotels that meet OYO standards in terms of location, pricing, infrastructure quality, owner willingness etc. and pitch OYO's partnership proposal.
- Negotiate OYO's commercial agreement with interested hotels.
- Strengthen with existing hotel partners & other relevant stakeholders.
- Collaborate with other teams such as operations, marketing pricing, customer support, finance etc to ensure smooth functioning of hotels on day to day basis