

## Personal Data



## Yudha Dwi Nugraha

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## Strengths

With an extensive knowledge of e-commerce, a good education, interpersonal, motivation and ability to work in teams and individually. A hard worker, honest, responsible, energetic, fast learner, willing to learn new things, be able to communicate well with others, have an interest in the world of knowledge and development.

## Work Experience

### PT. INDOSAT OOREDOO Tbk

March 2014 – Present

: **Sales & Partnership Office of Chief New Business & Innovation Div. E-Commerce**

1. Looking for a new product and Vendor/ Merchant that the market demands for category Gadget and Accessories.
2. Responsible for cooperation with potential partnership for Campaign/ promotion that will appear according to market interest and trends.
3. Negotiate with merchants to get the best price in order to sell more.
4. Responsible for quality control product and Vendor/ Merchant that cooperate with PT. INDOSAT OOREDOO (stock of goods, finance, quality of goods sold).

## **PT. Indosat Mega Media**

Sept 2013 – February 2014

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### **Sales VAS (Value Added Service)**

1. Looking for a new premium product that the market demands (Inspirational, Trending, & Essential) from Small Medium Enterprises
2. Negotiate with merchants to get the best price in order to sell more
3. Responsible for quality control product and Vendor/ Merchant that cooperate with PT. Indosat Mega Media

## **PT. Markplus Inc**

June 2012 – July 2013

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### **Client Relationship Executive**

1. Meeting with Client to organize and offer an In-Company Education (ICE) and also Public Education Program (PEP).
2. Executing :Prospecting, Approaching, Probing, Presentation, Handling Objection, Negotiation and Closing to Clients.
3. Input and Organize all the data about our clients and progress for ICE and PEP via CRM.
4. Organize and prepare things needed (including the details) for ICE and PEP (pre-training,during training and post training)
5. Follow up confirmation for ICE and PEP.

## **PT. Adira Dinamika Multi Finance Tbk**

December 2010 – April 2011

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### **Internship**

PT. Adira Dinamika Multi Finance Tbk is a leading leasing company which located at Jakarta, Indonesia. I was assigned as task force and to do administrating.

## **Educational Background**

- 2008 - 2011 : (Double Degree) Universiti Utara Malaysia, College of Business
- 2007 - 2012 : Universitas Jenderal Soedirman, Faculty of Economics
- 2004 - 2007 : SMAN Banyumas

# Training/Awards/Seminars

## Awards and Scholarship

- 2011 : Dean's Award (Excellent academic performance)
- 2009 : Winner-Interviewing Skill Group Competition (1<sup>st</sup> place)
- 2008 : 2<sup>nd</sup> Winner on Management Education Activities, held by HMJM FE UNSOED  
: Beasiswa Unggulan (from Department of National Education/Ministry of Education and Culture)
- 2006 : 2<sup>nd</sup> Winner on English Speech Contest held by English Student Association UMP Purwokerto
- 2005 : 2<sup>nd</sup> Winner on Jateng & DIY Debate Competition, held by KOMAHI FISIP UGM  
: 3<sup>rd</sup> Winner on Students Debate Competition held by Student Executive Body of Pharmacy Faculty, UGM Yogyakarta  
: Debater, held by Student Executive Board of Letters Faculty, UAD Yogyakarta

## Seminar/ Workshop Attended

- 2011 : Effective Interview Skill
- 2011 : Gaining Strategic and Organizational Capabilities in Turbulent Situation
- 2010 : Introduction to SPSS
- 2010 : Introduction to Photoshop 4.0

## Organizational Activities

- 2010 : UNITY: Chief of Activity and Planning
- 2008 : **HMJM** (Himpunan Mahasiswa Jurusan Manajemen): Member
- 2008 : **SASMI** (Art and Music Organization): Member

## Training/Courses Joined

- 2013 : On Becoming A Sales Hero by Bayu Asmara, Banjarmasin
- 2013 : Focusing on Winning Aspects by Hermawan Kartajaya, Banjarmasin
- 2012 : The Art Of Negotiation Skill by Harris Marpaung, Banjarmasin
- 2008 : SEF (Student English Forum): Conversation Class, Purwokerto
- 2007 : LIA Elementary Class, Purwokerto
- 2006 : ELTI, Yogyakarta
- 2005 : EF, Yogyakarta

# Hobbies and Interest

- Football
- Knowledge
- Traveling
- Movies
- Music

# References

- Siti Fazriah ( [siti.fazriah@gmail.com](mailto:siti.fazriah@gmail.com) )  
Manager Sales and Partnership Div. E-Commerce PT. Indosat Ooredoo Tbk
- Arviyanto Adhikusumo ( [arviyanto@yahoo.com](mailto:arviyanto@yahoo.com) )  
Senior Staff Sales and Partnership Div. E-Commerce PT. Indosat Ooredoo Tbk