



## Ariyana Nugraha

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### Experience

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2016 - Present

#### **Business Development (Account Executive)**

Page Advisor Indonesia

Industry

E-Commerce (Software)

- Responsible for sourcing partners for content as part of our strategy, building those relationships, and overseeing all aspects of collaboration, contract negotiation, and integration.
- Work with product managers on all roadmaps, development, and strategy.
- Perform the strategic, tactical and support functions in strengthening relationships within the merchant segment.
- Responsible for encouraging sellers to come on board the platform, and this will include merchants from all walks of life, both offline and online.
- Responsible for managing the merchant relationships including the on boarding process and on-going key account management.
- Responsible of a category to manage where you are expected (together with a team) to retain, optimize and drive overall sales volumes of the category.
- Responsible for merchant contract negotiation

2015 - 2016

#### **Business Development (Account Executive)**

PT Media Baru Digital (bosbis.com)

Industry

E-Commerce (Software)

- Researching organisations and individuals online (especially on social media) to identify new leads and potential new markets
- Researching the needs of other companies and learning who makes decisions about purchasing
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Planning and overseeing new marketing initiatives
- Attending conferences, meetings, and industry events
- Preparing PowerPoint presentations and sales displays
- Contacting clients to inform them about new developments with the company's products
- Developing quotes and proposals
- Negotiation

2014 - 2015

### **Credit Marketing Officer**

PT Mandiri Tunas Finance

Industry

Financial Services

2013 - 2014

### **Account Officer**

PT Bank BNI,Tbk

Industry

Banking

2007 - 2008

### **Staff Front Office**

Evergreen Hotel

Industry

Hotel

- On The Job Training (Prakerin) di Evergreen Hotel & Cottage cisarua Puncak bogor, selama 6 bulan....

## **Education**

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2011

### **Universitas Islam Azzahra**

Bachelor's Degree in Management Economy

## **Skills**

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Intermediate

- Microsoft Office
- Familiar with an internet
- Familiar with administrative job
- Strong Analytical and logical thinking
- Ability to work under pressure in team
- Presentation skills

## **About Me**

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Age

26

Telephone Number

085715554996

Address

Jl. Arjuna No.50 RT 07 RW 03 Harjamukti, Cimanggis, Kota Depok

Nationality

Indonesia