



## **Ardian Handiyanto**

**Kav. DKI Pondok Kelapa Fase I**

**Blok A XI No.33 Jakarta Timur 13460**

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### **PERSONAL INFORMATION**

Name : Ardian Handiyanto  
Nick Name : Ardian  
Address : Kav. DKI Pondok Kelapa Fase I Blok A XI No.33 Jak-Tim 13460  
Phone : (021) 8643416 / 0815 164 3676 / 0811 191 6850  
Sex : Male  
Place / DOB : Jakarta / September 16th, 1978  
Religion : Moslem  
Marital Status : Married

### **CAREER OBJECTIVES**

A Challenging entry level in different company / organization which will afford diverse advancement possibilities.

### **EDUCATION**

1998 - 2006 STIE IBII, Majoring in Accounting formerly known as Kwik Kian Gie School of Business  
1994 - 1997 SMU Negeri 12 Jakarta  
1991 - 1994 SMP Negeri 139 Jakarta  
1985 - 1991 SD Negeri Malaka Jaya 05 Jakarta

## WORKING EXPERIENCES

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**May 2014 – Present** : **PT. CJ korea express Indonesia**  
**Position** : **Asst. Manager Business Development for Heavy Lift, Project Logistics & Freight Forwarding**

**Job Description:**

- Sales call & visit customers.
- Monitoring cargo from departure to arrival.
- Maintain our valued customers.
- Communication with Foreign Agent.
- Bidding negotiation & check update contract of the freight rate to Shipping Line & HO.
- Make Sales Budget Plan and reporting to the BD Manager & GM.
- Try to achieve marketing target which is planned by the BD Manager & GM.
- Maintain, supervision, & lead sales / marketing Team.
- Make Bidding & Quotation Rate Letter and offer to ultimate customers / client.
- Identify potential customers and develop the relationship.
- Execute profitability analysis to enable market related response to rate inquiries
- Facilitate effective execution of, and follow up on, client satisfaction surveys.
- Revenue & yield opportunity reviews.
- Doing customer acquisitions and making irregular customers become regular.
- Increase customer satisfaction & loyalty.
- Using CRM & SAP
- Market & customer understanding.
- Building long term relationships and capable of maximizing the value of the customer portfolio.
- ATL & BTL

**November 2012 – May 2014** : **PT. Port Alliance Logistics**  
**Position** : **Relationship Manager**

**Job Description:**

- Sales call & visit customers.
- Monitoring cargo from departure to arrival.
- Maintain our valued customers.
- Communication with Foreign Agent.
- Bidding negotiation & check update contract of the freight rate to Shipping Line & HO.
- Make Sales Budget Plan and reporting to the BD Manager & GM.
- Try to achieve marketing target which is planned by the BD Manager & GM.
- Maintain, supervision, & lead sales / marketing Team.
- Make Bidding & Quotation Rate Letter and offer to ultimate customers / client.
- Identify potential customers and develop the relationship.
- Execute profitability analysis to enable market related response to rate inquiries
- Facilitate effective execution of, and follow up on, client satisfaction surveys.
- Revenue & yield opportunity reviews.

- Doing customer acquisitions and making irregular customers become regular.
- Increase customer satisfaction & loyalty.
- Using CRM & SAP
- Market & customer understanding.
- Building long term relationships and capable of maximizing the value of the customer portfolio.
- ATL & BTL

**January 2012 – October 2012 : PT. Pantos Logistics Indonesia**  
**Position : Assistant Sales Manager**

Job Description:

- Sales call & visit customers.
- Monitoring cargo from departure to arrival.
- Maintain our valued customers.
- Communication with Foreign Agent.
- Negotiation & check update contract of the freight rate to Shipping Line & HO.
- Make Sales Budget Plan and reporting to the Marketing / Sales Manager & GM.
- Try to achieve marketing target which is planned by the Marketing / Sales Manager & GM.
- Maintain, supervision, & lead sales / marketing Team.
- Make Quotation Rate Letter and offer to ultimate customers / client.
- Identify potential customers and develop the relationship.
- Execute profitability analysis to enable market related response to rate inquiries
- Facilitate effective execution of, and follow up on, client satisfaction surveys.
- Revenue & yield opportunity reviews.
- Doing customer acquisitions and making irregular customers become regular.
- Increase customer satisfaction & loyalty.
- Using CRM & SAP
- Market & customer understanding.
- Building long term relationships and capable of maximizing the value of the customer portfolio.
- ATL & BTL

**June 2009 – January 2012 : PT. Evergreen Logistics Indonesia**  
**Position : Senior Sales Representative Executive**

Job Description:

- Sales call & visit customers.
- Monitoring cargo from departure to arrival.
- Maintain our valued customers.
- Communication with Foreign Agent.
- Negotiation & check update contract of the freight rate to Shipping Line & HO.
- Make Sales Plan and reporting to the Marketing Manager & GM.
- Try to achieve marketing target which is planned by the Marketing Manager & GM.
- Make Quotation Rate Letter and offer to ultimate customers / client.

**September 2008 – May 2009 : PT. Seacon Line / Transko Interlink**  
**Position : Senior Marketing Executive**

Job Description:

- Sales call & visit customers.
- Monitoring cargo from departure to arrival.
- Maintain our valued customers.
- Communication with Foreign Agent.
- Negotiation of the freight rate to Shipping Line.
- Make Sales Plan and reporting to the Director.
- Try to achieve marketing target which is planned by the Director.
- Make Quotation Rate Letter and offer to ultimate customers / client.

**April 2008 – August 2008 : PT. Victorya Cahaya Utama**  
**Position : Senior Marketing Executive**

Job Description:

- Sales call & visit customers.
- Monitoring cargo from departure to arrival.
- Maintain our valued customers.
- Communication with Foreign Agent.
- Negotiation of the freight rate to Shipping Line.
- Make Sales Plan and reporting to the Director.
- Try to achieve marketing target which is planned by the Director.
- Make Quotation Rate Letter and offer to ultimate customers / client.

**October 2006 – February 2008 : PT. Internusa Intan Segara**  
**Position : Sales & Marketing Executive**

Job Description:

- Sales call & visit customers.
- Monitoring cargo from departure to arrival.
- Maintain our valued customers.
- Communication with Foreign Agent.
- Negotiation of the freight rate to Shipping Line.
- Make Sales & Marketing Plan and reporting to the Director.
- Try to achieve marketing target which is planned by the Director.
- Make Quotation Rate Letter and offer to ultimate customers / client.

**January 2005 – September 2006 : PT. Bank Danamon Indonesia,Tbk**  
**Position : Senior Unit Business Manager/Marketing SPV**

Job Description:

- Make Sales Plan for TEAM.
- Had 3 Department in TEAM which are Direct Sales Team, Telemarketing Team, and Exhibition Team.
- Must have take control & responsibility to running this Team doing well in order to achieve Sales Plan.
- Maintain our valued clients.
- Team Building motivator.
- Make Sales & Marketing Plan Team to Business Development Manager
- Make all Activity & Progress Report the handled Team to Business Development Manager and Regional Manager.

**January 2004 – December 2004 : Citibank, NA**  
**Position : Direct Sales as Card & Loan Financial Advisor**

Job Description:

- Sales Call.
- Visit customers and had some exhibition in shopping mall and in Office / Business District.
- Maintain our valued clients.
- Make activity report to Marketing Supervisor.
- Try to achieve marketing target which is planned by Marketing Supervisor.

### **ADDITIONAL SKILLS**

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Computer	:	Familiar with MS Windows, MS Office daily use of MS Excel, MS Word, e-mail, Internet.
Language	:	Bahasa Indonesia (mother tongue) English (Spoken and Written)

### **TRAINING & COURSE**

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|---|-----------|
| 1. English Course at American College                     | 1991-1992 |
| 2. Youth Red Cross  | 1991-1992 |
| 3. English Course at LB LIA                               | 1995-1996 |
| 4. Senat Mahasiswa Staff at STIE IBII                     | 2001-2002 |
| 5. Training Basic Selling Skills at Citibank, NA          | 2004      |
| 6. Training Sales Professional at Citibank, NA            | 2004      |
| 7. Training Telephone Skills for Direct Sales at Citibank | 2004      |
| 8. Basic & Intermediate Shipping & Freight Forwarding     | 2006      |
| 9. Reefer Container & Special Container Equipment         | 2007      |
| 10. SOC & NVOCC   | 2007      |
| 11. NEXTBASE ROAD SYSTEM                                  | 2007      |
| 12. Customs Clearance Knowledge Course                    | 2012      |
| 13. EXIM Course   | 2012      |

### **INTEREST**

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Travelling, cultures, sports, correspondence, music, reading, watching movies, networking, automotive, and meeting people.