**CURRICULUM VITAE**

**Dewanto Wirama Prasetyo**

**Personal Details**

Name : Dewanto Wirama Prasetyo

Place / Date of Birth : Jakarta, March 09th 1977

Address : Jalan Teratai II no. 4 Jati kramat Indah Jati Asih Bekasi 17421

Gender : Male

Marital Status : Single

Religion : Moslem

Nationality : Indonesian

### Phone : 021-8486366/ 081219439866

**Education**

*School / University Major Place Periods*

* STIE Swadaya Management Keuangan Perbankan Jakarta 2001-2003
* Politeknik Swadarma Keuangan Perbankan Jakarta 1996-1999
* SMUN 67 BIOLOGY Jakarta 1992-1995
* SLTPN 128 Jakarta 1989-1992
* SD Angkasa III Jakarta 1983-1989

**Training**

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*Program Company Place Periods*

* Basic Selling Skill Citibank Jakarta 2000
* Sales Quality Workshop Citibank Jakarta 2001
* Fraud CC Training Citibank Jakarta 2002
* Leadership training Bank Danamon Jakarta 2006
* Basic Trainind Adv Livingsocial Bangkok 2011

**Achivement**

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1. Bali Sales Rally at Hard Rock Hotel Bali from Citibank .N.A in july 2001
2. Thailand Program at Bangkok, Puket Pattaya Thailand from Citibank N.A 2003
3. Runner up VII Card & Loan Supervisor in July-September 2003
4. The best Senior Supervisor in March 2004 at Citibank N.A
5. The best Senior Supervisor in July 2004 at Citibank N.A
6. The best Sales Manager in January – June 2007 at Bank Danamon
7. The best sales manager reg 1 jakarta January – march 2008 at bank Danamon
8. The best Sales Manager reg 1 jakarta January – march 2008 at bank Danamon for Gold & Platinum
9. The best sales Manager for I Pone 4 program from Living social
10. The best Sales Manager for I Phone 6 program from lakupon.com

**Work Experience**

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* PT Visi amerindo ( Authorized Agency of Citibank) 2000-2003

Position : Sales Ready Credit

Job Description :

\* Sales personal loan of Citibank product

* PT Primerindo (Authorized Agency of Citibank) 2003 - 2005 Card Business Division

Position : Senior Supervisor

Job Description :

* + Responsible for strategic recruitment
  + Responsible for manage team
  + Responsible for Achievement Target Team
  + Responsible for consultation the team”s problem
  + Responsible for sales strategy
  + Responsible for KYC to all Sales
* PT. Bangun Daya Insani (Authorized Agency of Bank Danamon) 2005 – August 2008 Card Business Division

Position : Senior Sales Manager

Job Description :

* + Responsible for recruitment sales and supervisor
  + Manage Dirrect Supervisor
  + Maintain processing application
  + Setting target montly
  + Training and coaching all team
  + Analized the good customer
  + Remain KYC for all sales force
  + Give reward and recognition for the best sales and Supervisor

. Bank Danamon Indonesia ( Consumer Mass Market Division ) September 2008 – October 2009

Position : Cluster Manager

Job Description

* + Responsible for recruitment sales and supervisor
  + Manage Dirrect Supervisor
  + Maintain processing application from the beginning until finall decition
  + Setting target montly, 3 mounth, 6 month & 1 year.
  + Training and coaching all leaders and team sales force.
  + Sales strategy.
  + Analize the all customer.
  + Maintain a good customer
  + Responsible for the NPL
  + Open relationship for the corporate company.

PT.livingsocial.co.id (www.livingsocial.co.id) Februari 20011- juni 2012

Position :Merchant Partnership Manager

Job Description

* + Responsibility for Surabaya Branch Office
  + Recruit Sales Officer for Surabaya branch Office
  + Maintanance Relationship with Merchant
  + Responsibility for Branch Target
  + Responsibility for profit Branch of Surabaya
  + Created sales program ( Daily, weekly and monthly program)
  + Prepare for Reward for the best Sales every month
  + Responsibility for Branch Budget.
  + Sales Manager Retail on Jakarta

PT. Online Pertama ( [www.lakupon.com](http://www.lakupon.com)) July 2012 – at present

Position : Senior Sales Manager

Job Description

* + Recruit for Sales Force
  + Resposibility for all Bussiness Category Merchant (F&B, Healt and Beauty, Entertainment, Product, Travel)
  + Maintanance sales officer
  + Approuch merchant for branding with our website
  + Approuch Big Brand Product for advertising to our website
  + Approuch Retail Big Brand Product
  + Responsibility for target team
  + Responsibility for team revenue
  + Maintanance relationship with our Retail merchant
  + Campign Barter program B to B

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