|  |
| --- |
| **Profile Summary** |

Donny has experience in Supply Demand and Planning, Business Development and Sales for 15 years which serve, manage and develop clients of OEM Automotives, Heavy Equipments, EPC, Oil/Gas, Electrical and Electronic, Beverages and FMCG in Indonesia as well as South East Asia.

Skills: Prospecting, Sales Planning, Territory Management, Market Knowledge, Presentation, Professionalism, Networking, Persuasion, CRM, Demand Supply Planning, B2B Sales, Sales Operation, Commercial, Project Management, Warehouse and Inventory, Business Process, People Management, Customer Service.

|  |
| --- |
| **Achievements** |

1. Generate and set up Distributor of ID Coating business, with initial order of USD 40,000 (ACS – 2015)
2. Successfully launch NASON ID to EPC, Oil/Gas, Heavy Equipment and OEM After-Market clients by organize trials at client premises (ACS – 2015)
3. Generate new business of 3D Emblem to HMSI with value of USD 30,000 for (CSI – 2013)
4. Generate new business of 2D Decal to KMI with value USD 22,000 (CSI – 2014)
5. Generate new business of 2D Decal to Cityneon with value USD 25,000 (CSI – 2013)
6. Generate new business to CCAI with value of USD 3,000,000 from CCAI, by Introducing E37 ICM model (FRG – 2011)
7. Champion project to improve Demand Accuracy level to 85% by develop and implemet SOP, involving SCD and Sales, with support from HO Planning (FRG – 2010)
8. Reduce time-line Demand Process Cycle from 14 days into 7 days by invent pre-DPS discussion among PRD, SCD, Sales and PE/MTC (FRG – 2009)
9. Champion project of reducing YE inventory level from 12k units into 5k units, by renew Refurbish Section WI and Re-layout working area (FRG – 2008)

|  |
| --- |
| **Career History**  **Business Development Representative**  **Indonesia Terang Sejahtera, PT (Feb 2016 – Present)**   1. Develop and establish market of Switchgear, Motion Control and Drive to Industrial and EPC segments 2. Develop and establish market of Rust Prevention and Equipment's Cleaning to Industrial and Heavy Equipment segments 3. Develop and establish market of Automation and Parts supply to Industrial and Automotive segments. 4. Maintain and retain relationship with existing clients as well as pro-actively involved in client’s activities and provide solutions. |

**Business Development Manager**

**Axalta Coating Systems (Jan 2015 – Jan 2016)**

1. Manage and develop Industrial Coating (NASON ID) for Indonesia
2. Manage and develop OEM Coating for Indonesia (Team Member of Global HONDA Account)
3. Generate sales by develop selling network through Jobber as well as clients based for Industrial and Aftermarket OEM
4. Set and agree Sales Budget and implement for Indonesia market
5. Pricing Strategic Plan prior to issuance of Quotations
6. Work with AP Product Manager for market penetration programs
7. Develop and motivate Jobber's team to improve technical skills and problem solving

**Sales and Marketing Manager**

**Classic Stripes Indonesia (Aug 2013 – Dec 2014)**

1. Develop and maintain OEMs customers of 2W, 4W and Heavy Vehicles for Soft Emblem, Decal Stripping, Fleet Wrap and Interior Products
2. Develop and maintain Retail (Aftermarket) customers of Graphics, Soft Emblem and Decal Stripping Products
3. Responsible for Account Receiveables and P&L
4. Set and agree Sales Budget for Indonesia market
5. Propose Marketing Activities of participating specific event and expo
6. Manage and develop sales team as well as support them to achieve target

**Asst. Mgr Sales and Support of SEA Sales Office**

**Frigoglass Indonesia (March 2006 – July 2013)**

1. Develop Sales and retain business for Dairy and Breweries segment
2. Prepare and submit executive report to SEA Regional Manager and Director
3. Maintain business relationship with customers, focus on CCAI (major customer)
4. Manage and responsible of OTIF and Demand Accuracy
5. Participate in handling customer’s complaint and artwork approval.
6. Set and agree Sales Budget as well as Sales Target
7. Manage and maintain DPS Cycle through ERP BaAN
8. Manage and control delivery and stock aging to related Sales Office
9. Prepare and confirm Export Documents as well as selection Transporter.
10. Control stock ageing and value as well as reported to Management

**Planning Officer**

**Omron Mfg Indonesia (Feb 2004 – Feb 2006)**

1. Prepare Monthly and Weekly Production Plan
2. Prepare Shipment Plan (Monthly and Weekly)
3. Monitor Incoming FG from Production to keep Delivery Promised Date
4. Monitor Stock Level FG and Follow up Shortage Parts to Procurement Section
5. Responsible for Store WH PPC team activities

**Production Supervisor**

**Oriental Electronics (Feb 2001 – Jan 2004)**

1. Control and Monitor Production Lines
2. Prepare Production Schedule Weekly
3. Prepare Request Raw Material Weekly and Monthly
4. Monitoring for Production Improvement of Quality and Quantity
5. Maintain 5S and Safety

**Personal Data**

Address : Jl. Mawar 2 No 20, Taman Lembah Hijau, Lippo Cikarang

Contact Number : Mob No: +6281297008627

Email : [donny.pakpahan@gmail.com](mailto:donny.pakpahan@gmail.com)

Date / Place of Birth : Dec 1, 1976/ Jakarta

Sex : Male

Status : Married

Driving License : A

**Educational Background**

Degree : Bachelor of Electronics Engineering

Institution name : Universitas Kristen Indonesia

Period : 1995 – 2000

Status : Graduated

**Courses/Training**

2001 Basic SPC by PE Consultant

2001 Basic FMEA by PE Consultant

2001 ISO 9001:2000 for QM System by PE Consultant

2002 Internal Quality Auditor by PE Consultant

2008 LN BaaN (ERP System) – Key User Training in Greece hosted by Frigoglass

2011 Demand Planning Evolution Training in India hosted by Frigoglass

2011 Basic Sales Training hosted by Frigoglass

2012 Sales and Operation Training hosted by Frigoglass

2015 Basic Coating and Application hosted by Axalta APAC

**Computer Skills**

Ms. Office (Word, Excel, Powerpoint, Outlook)

ERP BaAN

AutoCAD (familiar)

All given information above hereby I declare are true,