



DEDI FIRMANSAH

Junior Barista |

Contact

Phone

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Email

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Address

Lombok, NTB - Indonesia

Education

Sarjana (S1) Teknologi Informasi

UNIQHBA
2020 - 2024

BA Sales and Commerce

Wardiere University
2020 - 2023

Skills

- Sales Strategies
- Negotiation Skills
- Problem-Solving
- Time Management
- Presentation Skills
- Networking
- Market Research

Language

- English
- French

Professional Experience

2020

-

2023

Inside Sales Representative

Arowwai Industries | 123 Anywhere St., Any City

- Developed and executed sales strategies, resulting in a 25% increase in annual revenue. Managed a portfolio of 50+ clients, achieving a 95% customer retention rate.
- Conducted market research to identify new business opportunities and target prospects.

2019

-

2021

Inside Sales Representative

Arowwai Industries | 123 Anywhere St., Any City

- Prospected and qualified leads through cold calling, email campaigns, and networking events.
- Increased sales by 20% by implementing effective upselling and cross-selling strategies.
- Maintained up-to-date knowledge of product features and benefits to provide accurate information to clients.
- Collaborated with the marketing team to develop targeted sales materials and promotional offers.
- Provided exceptional customer service, addressing inquiries and resolving issues in a timely manner.

2017

-

2019

Sales Associate

Arowwai Industries | 123 Anywhere St., Any City

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References

Bailey Dupont

Wardiere Inc. / CEO

Phone: 123-456-7890

Email: hello@reallygreatsite.com

Harumi Kobayashi

Wardiere Inc. / CEO

Phone: 123-456-7890

Email: hello@reallygreatsite.com



LORNA ALVARADO

Sales Representative

Contact

Phone

123-456-7890

Email

hello@reallygreatsite.com

Address

123 Anywhere St., Any City

Education

Bachelor of Marketing

Wardiere University
2016 – 2020

BA Sales and Commerce

Wardiere University
2020 – 2023

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