

**DWI MECHAJUNE DAMAR ASRI**  
Malang

## **EXECUTIVE SUMMARY**

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My name is Dwi Mechajune and I am a graduate of the Faculty of Administrative Sciences, University of Brawijaya majoring in Finance. I have work experience as a Marketing at Anang Family Karaoke (FnB and Hospitality) for 1 year, as an Account Executive at Ninja Xpress for 4 years and Regional Sales at sicepat ekspres. I am a person who can be trusted, responsible for my work and can be relied upon. I am a person who adapts quickly, because in my previous job I was an Account Executive who met new people every day.

## **EDUCATION**

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**Faculty of Administration, Finance, Universitas Brawijaya**

**2011-2017**

- GPA: 3.35

## **WORKING EXPERIENCES**

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**Customer Relationship Management, Anang Family Karaoke**

**Oktober 2018- Oktober 2019**

- Assist in creating members for guests who come to Anang Family Karaoke, where the member can be used to get a discount if used on the next arrival.
- Handle guests who will make lounge reservations at Anang Family Karaoke (wedding, birthday party, music concert, etc.), handle from start to deal
- As a bridge between lounge reservation guests and other Anang Family Karaoke teams (Operational team, Kitchen team, Back Office team, etc. to Security team)
- Assist in the achievement of company turnover
- Create promos for karaoke rooms with food and beverage bandling, with the help of cost control

**Direct Sales, Field Sales, Account Executive, Ninja Xpress**

**September 2019- Maret 2024**

- Acquire new customers to join delivery using Ninja Xpress
- Handling customers who have joined Ninja Xpress and have a good relationship with customers
- Handling customer if there is a complaint with Ninja Xpress
- As a bridge between customers and the team at Ninja Xpress (Finance, Operations, etc.)
- Align with targets

**Sales Regional Sicepat Ekspres**

**September 2024 - Oktober 2024**

- Acquire new customers to join delivery using Sicepat Ekspres
- Handling customers who have joined Sicepat Ekspres and have a good relationship with customers
- Handling customer if there is a complaint with Sicepat Ekspres
- As a bridge between customers and the team at Sicepat Ekspres (Finance, Operations, etc.)
- Align with targets

## **SKILLS**

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**Others:**

**Ms Word, Ms Excell, Power Point**

**Bahasa Indonesia, Bahasa Inggris**



### **Candidate Cover Sheet**

Beeline Req ID	46206-1
Requisition Date	Maret 05, 2024
Department submitted for	GrabFood
Candidate Name	DWI MEHAJUNE DAMAR ASRI
Current Location	Malang
Current Notice Period & Expected Start Date	-
How did Supplier find the Candidate	<input checked="" type="checkbox"/> Competitively Sourced by Supplier <input type="checkbox"/> Pre-Identified (referred by Grab)
Has the candidate worked with Grab before?	No
If yes, please indicate the last Employment Date & Duration with Grab.	
If yes, please indicate the Department & Manager Name (or email)	Departement :  Manager:
Final Bill Rate	Rp. 4.491.433 //month

***Advise 'why' the candidate is recommended for the role based on the Job Description & Manager brief***

Kandidat merupakan lulusan S1. memiliki pengalaman sebagai Sales selama lebih 4 tahun, terbiasa bekerja dilapangan (canvassing) dengan target. Kandidat juga memiliki background Admin & Finance, terbiasa menggunakan Ms.Office, komunikasi yang cukup baik serta memiliki kendaraan pribadi.

***Please provide any additional skill sets that can complement the role.***

(no)

***Supplier Declaration:***

***DesiRecuiter***

***YES / NO — please circle***