

Galuh Bagas Pramana

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EDUCATION

University of Westminster <i>BA – Business Management (Marketing)</i>	London, UK <i>Aug 2023</i>
Harvard Business School <i>Course: Business Management Credential of Readiness (CRe)</i>	Boston, MA <i>Sep 2023</i>
University of Multimedia Nusantara <i>BAA – Design Visual and Communication, Scholarship</i>	Tangerang, ID <i>2018 – 2020</i>
Bandung of Institute Technology <i>BAA – Design and Applied Arts, Invitation by SBMPTN Route</i>	Bandung, ID <i>2017 – 2018</i>

SKILLS & INTERESTS

- Skills** : Complex Project Management, Business Strategy Mitigation Risks, Business Analyst
SEO, SEM, SMO, UI/UX Design, Web Developer: HTTP, CSS.
- Interests** : Staying active and learning new things enthusiast, and emotional approach towards new people.

WORK EXPERIENCES

Dua Pilar Asia, Ltd <i>Director of Operations</i>	Jakarta, ID <i>Mar 2021 - Present</i>
<ul style="list-style-type: none">• Develop and implement operational strategies that align with the company's overall business goals.• Developed and executed training programs for all staff members to enhance operational efficiency, leading to a 10% increase in productivity across all departments.• Managed a team of 50 employees to streamline supply chain processes, resulting cost savings of \$20,000 annually and bring Dua Pilar Asia enter new market industry at: Beauty Cosmetics, Retails, and F&B.	
Torus Muda Indonesia, Ltd. <i>Marketing Operations Manager</i>	Tangerang, ID <i>Apr 2020 – Apr 2022</i>
<ul style="list-style-type: none">• Collaborated with cross-functional teams to implement innovative marketing tactics and operational processes, resulting in a 10% increase in market share within the first quarter.• Developed comprehensive marketing and operations plans that aligned with the company's overarching business objectives, resulting in a 15% increase in customer acquisition and retention rates.	
CT Corpora Group, Ltd. <i>Head of Business Development</i>	Jakarta, ID <i>Apr 2017 – Apr 2020</i>
<ul style="list-style-type: none">• Aligned business development strategies with company goals by identifying key opportunities within each of CT Corp five main business sectors, resulting in a 15% increase in overall revenue growth.• Developed and executed a comprehensive market analysis to identify potential partnerships and expansion opportunities within the Financial Services sector, leading to a 20% increase in market share.	

PROJECT EXPERIENCE

Dealls: Jobs & Mentoring (YC W22) <i>Mentor: Business Development & Marketing Division.</i>	Jakarta, ID <i>Jan 2023 – Jan 2024</i>
<ul style="list-style-type: none">• Lead training session marketing strategy, resulting Dealls (YC W22) reach 2,5M+ users with 12 months.• Developed and implemented a comprehensive mentorship program for the Business Development Division and Marketing Division, increasing employee retention rates by 15% within the first quarter.	
Dua Pilar Asia, Ltd. <i>Lead: New Business Development.</i>	Tangerang, ID <i>Mar 2022 – Mar 2023</i>
<ul style="list-style-type: none">• Leading Dua Pilar Asia, Ltd business development into new markets in different industries: Beauty & Cosmetics, Retails, and F&B.• Generating 3 new and sustainable company businesses with the target of taking over the streamline supply chain in all industry, resulting 18% increase in net profit in the first quarter.	
Grab Holdings, Inc & CT Corpora Group, Ltd. <i>Lead Collaboration: Business Development Manager.</i>	Jakarta, ID <i>Aug 2019 – Jan 2020</i>
<ul style="list-style-type: none">• Initiated and led negotiations between CT Corp Group and Grab that resulted in a 30% discount on all Grab Business transactions for CT Corp employees, saving the accommodations budget \$50,000 annually.• Conceived and spearheaded a strategic partnership between CT Corp Group and Grab, resulting in 83% of CT Corp employees utilizing Grab services, leading to a 20% increase in employee productivity.	