

Jakarta, 12 Januari 2016

To whom it may concern,

My name is Teuku Fouriza Akbar. Currently I am a student at Magister Management Program in Universitas Indonesia, majoring in Marketing Management with expected graduation at June 2016. I have two bachelor's degree since 2012, Bachelor of Engineering (B.Eng) from South Westphalia University of Applied Science in German and Sarjana Komputer (S.Kom) from Swiss German University in BSD City.

I believe that I am the right candidate for this opportunity because I am a fast learner and always self-motivated, and ambitious. I can work individually or with team, and can be very cooperative, I am also dependable person. I have a good communication and presentation skills, and also I have a high level confidence. I am kind of "how" person than "What" person.

Besides of that, based on my experience I also have experience in Marketing, Sales and Business Development for B2C and B2B customer for more than 3 years. And I used to sell a lot of product from Smartphone and Tablet Android, Marketing and Event Services, and also IT Solution and Services because I always learn how to make customers feel comfortable. And also with my experience of working on overseas area such as Germany and HongKong, make me easier to adapt to new environments.

I feel that work in your company would allow me to put my experiences, my knowledge and characteristics to good use. And also it would give me the opportunity to further my career skills while learning from your expertise and guidance.

I would really appreciate if you give me the opportunity for an interview with you. If you require any further information, please do not hesitate to call me.

Thank you for your time and attention, I look forward to meeting you.

Sincerely,



Teuku Fouriza Akbar



## PROFILE SUMMARY

**Name** : Teuku Fouriza Akbar  
**Place/Date of Birth** : Lhokseumawe / 05 October 1990  
**Address** : Jl. Raya Dramaga, Pakuan Regency  
Bogor 16116  
**Phone** : 0814 – 10060340  
**Email** : fouriza.teuku@gmail.com



## EDUCATION

**2014 – On going, S2**  
Master Degree – MM, Marketing Concentration  
University of Indonesia, Jakarta  
**2008 – 2012, S1**  
Bachelor Degree – IT,  
Swiss German University, BSD City  
**2005 – 2008, SMA**  
Senior High School 1, Medan



## SKILLS & KNOWLEDGES

**Languages** : Bahasa, English, Deutsch  
**Office** : Microsoft Office (Word, Excel, PowerPoint, Visio)  
**Sales Skills** : Communication Skills, Public Relations, Negotiation Skills, Presentation Skills  
**Database** : MySQL, PostgreSQL  
**Programming**: JAVA, PHP, HTML, CSS  
**ERP** : SAP



## INTERNSHIP EXPERIENCES

- PT. Collega Inti Pratama – Jakarta, Software Tester**  
October 2009 – January 2010  
Job Description:
  - Create and running test script
  - Report and documenting bugs/Error
- Mister Spex GmbH – Berlin, Quality Assurance**  
February 2011 – August 2011  
Job Description:
  - Identify & formulate test cases
  - Create & maintain test paths and test concepts
  - Execute & documenting test scripts
  - QA Management



## WORKING EXPERIENCES

- **Management Trainee** at One World Telecommunication, Hong Kong, November 2012 – April 2013
  - Learning about Company Management, starting from how to delivering and to serve customer, to set the store, to make the marketing strategy and to apply it with achievement, learning about the products, about the company Financial and HR. I was trained for 6 months and couple days to prepare and to set the Company in Indonesia.
- **Marketing & Business Development** at PT. Tranz Global Utama, Indonesia, May 2013 – January 2014.
  - Develop the company business: Maintain the existing potential partner and Looking for the new Online partner, and Corporate (Offline) Partner . Handling to arrange the meeting with them, set the business plan until they become the company partner.
  - To train new shop sales / online sales about Company, Product , and Sales.
  - Responsible for the target that achieved by 3 Shop Manager with 2 Shop sales / sales Online for each Shop Manager subordinates
  - To Increase the Company Brand awareness by On line Marketing Strategy
  - Make the Marketing Strategy Plan , set the sales and company target , Manage Direct and Online Sales and make Sales revenue for every month.
  - Responsible for The products, Warehouse, In stock, Out stock, Inventory, Service Center, and Manage the Customer Service.
- **Marketing Program Executive** at PT. APLink Indonesia, Indonesia, February 2014 – June 2014.
  - Maintain the Existing customer from HO in Singapore for Indonesia region.
  - Looking for new prospect and potential leads for marketing solution or event in Indonesia, especially for IT Hardware industry
  - Generate new idea and present the marketing solution or event for corporate customer
  - Dealing and negotiating with customer
- **Account Manager** at PT. Sahassa Panca Manunggal, Indonesia, July 2014 – Present.
  - Maintain the existing customer for new and existing project
  - Looking for new prospect and potential leads for IT Solution in Indonesia, especially for Banking industry
  - Presenting, dealing, and negotiating any new project to new and existing corporate customer.
  - Preparing Proposal Commercial.
  - Organizing and hosting presentations and customer visits, visiting customer, then manage, update and build their contacts as company's database
  - Responsible for 2 Account Executive to achieve their target.