



Expected Salary:
IDR 20.000.000

Farhad Syah Reza

Head of Digital Marketing at PT Central Asia Financial

(+62) 0819 3292 6081 | rzcangkru.an@gmail.com | 34 years old | East Jakarta, Jakarta Raya

Experience 10 years

Previous Digital Marketing Manager
PT FORMULA BINAR IMAJINASI

Education Institut Ilmu Politik Sosial & Politik Indonesia
Bachelor's, Sociology

Nationality Indonesia

Experience

March 2014 - Now
(8 months)

Head of Digital Marketing

PT Central Asia Financial | Jakarta Raya, Indonesia

Monthly Salary

IDR 19.647.000

RESPONSIBILITIES:

Take the lead role in selling MDOL products/services to prospective healthcare organizations along with managing distribution partners' activity within an assigned geographical region.

Responsibility for the sales process from initial point of contact (lead generation), presentations, proposals, through contract negotiations and execution. Meet/exceed minimum quarterly and annual sales objectives.

Work closely with the operational and tele-services teams, utilize relationships to ensure that product implementation schedules are met.

Facilitate strategic partners' resources to assist in the sales process.

Engage, equip, and lead all sales channels (including distribution partners) with appropriate training, tools, and strategy development for MDOL products/services.

EXPERIENCES GAINED:

Experience in selling intangible/conceptual products/services/ software in Medical Imaging field. Recent sales experience to healthcare providers including hospitals and diagnostic imaging centers at executive level. (senior administration, board, committees, department heads and physicians, etc.)

Experience in medical imaging/radiology, skilled in use of internet, software applications including PowerPoint, Word. Excellent oral and written communication skills and knowledge of health care information technology.

ACCOMPLISHMENT:

Selected as 'Best Regional Manager' for consecutive 2 years out of 18 regional managers.

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Okt 2013 – March
2014
(6 months)

Digital Marketing Manager

PT Formula Binar Imajinasi | Jakarta Raya, Indonesia

Monthly Salary

IDR 15.000.000

Handle Client service, strategic Marketing Division, offering Our services to Client such as software, Digital Campaign, Creative Technology etc.

Make monthly report CRM , make income projection sales, make marketing plan, make presentation budget, make proposal and decision maker for agreement media order / purchase order.

June 2013-Okt
2013
(5 months)

Sales Manager
PT SUN TELEVISI INDONESIA (MNC Group)

Monthly Salary

IDR 13.000.000

RESPONSIBILITIES:

Handling Team Sales:

3 Person for position Senior Account Executive

3 Person for position Account Executive to achieve target sales.

Jan 2013- May
2013
(4 months)

Sales Manager
PT Kreatif Media Karya SCTV Group

Monthly Salary

IDR 12.000.000

handling sales team, and role of sales, achieve target and doing after sales. maintain client account development new business development.

Nov 2011 - Dec
2012
(1 year 1 month)

Sales & Marketing Manager
PT Emera Mediatama

Monthly Salary

IDR 11.000.000

Handle division sales and marketing at PT Emera Mediatama, make report weekly - monthly for meeting with BOD MRA , make income projection sales, make marketing plann, make presentation budget, decision maker for division sales & marketing,make proposal and decision maker for agreement media order / purchase order.

Jan 2011 - Nov
2011
(10 months)

General Manager Sales & Marketing
PT Dimensi Pratama Mandiri

Monthly Salary

IDR 8.000.000

mengawasi,mengkontrol,superviser dan memanage Divisi sales dan marketing di PT Dimensi Pratama Mandiri.
Divisi saya meliputi :

1 org admin support

1 org design creative

3 org sales

3 org marketing

3 org teknisi it

Jul 2010 - Dec
2010
(5 months)

Business Planner
PT Fortune Indonesia

Monthly Salary

IDR 6.000.000

work as a team :

design creative, IT Development, Junior Services, Marketing Analysist. for business sitak LED in vehicle product
fleety shanghai china in blue bird taxi.

Apr 2006 - May
2009
(3 years 1 month)

Senior Account Executive

PT Jawa Pos Media Televisi

Monthly Salary

IDR 5.000.000

menghandle 3 orang account executive dgn target 1,750,000,000 / 6 bln dengan detail :

SAE :750 juta

AE : 334 juta

AE : 334 juta

AE : 334 juta

Total 1,750,000,000

Education

2010

Institut Ilmu Politik Sosial & Politik Indonesia

Bachelor's Degree in Social Science/Sociology | Indonesia

Major
CGPA

Social welfare
2.75/4

Skills

Advanced
Intermediate

Sales And Marketing Skills, Digital Marketing Specialist
Marketing Communications, Marketing and Sales Plann

Languages

Proficiency level: 0 - Poor, 10 - Excellent

Language	Spoken	Written	Relevant Certificates
English	8	7	-

Jobstreet English Language Assessment (JELA)

Date Taken 20 Jun 2010

Score 18/40

Additional Info

Expected Salary	IDR 20.000.000
Preferred Work Location	Jakarta Raya, Jawa Barat, Jawa Timur

CURRICULUM VITAE

Personal Data

Name	: Farhad Syah Reza S Sos
Place/Date of birth	: Jakarta, October 17th 1980
Address	: Jln Rawa Putat No. 34 Pondok gede, bekasi – jawa barat
Hand Phone	: 0819 3292 6081
Religion	: Moslem
Nationality	: Indonesian
Sex/Height	:Male /180 cm
Health	: Excellent
Language	: Indonesian and English
Interest	: Traveling & meet people

Education Background

1999	: Graduated from SMUN 77 Jakarta
1999	: Graduated from BASIC LEVELS at LB LIA
2010	: Institute Of Social Politic Majoring Social Welfare

Working Experience

April	2006 - May 2009	: At Jawa Pos Media Televisi as Senior Account Executive
May	2009 - Nov 2009	: At Jawara Kreasindo Lestari as Senior Media Buyer
Desember	2009 - Nov 2010	: At Cakra Lestari Televisi as Dept Head Sales & Marketing
November	2010 - Jan 2011	: At Fortune Indonesia as Business Planner
Januari	2011 - Nov 2011	: At Dimensi Pratama Mandiri PT as General Manager Sales Marketing
November	2011 - Dec 2012	: At Emera Mediatama PT as Sales & Marketing Manager (MRA Group)
Januari	2013 - Mei 2013	: At www,liputan6.com PT as Sales Manager (EMTEK Group)
Juni	2013 - Okt 2013	: At Sun Televisi Network PT as Sales Manager (MNC GRoup)
Okt	2013 - Maret 2014	: At Formula binar Imajinasi (group First Position) as Digital Marketing Manager
Maret	2014 - Now	: At PT Central Asia Financial Life as Head of Digital Marketing (Salim Group)

Personal Qualification:

Willingness to work hard to establish capability, self motivated, good ability in dealing with people, good interpersonal skill, trustworthy, people mixer, believer in quality, team work and long term view. I am also fluent in written/spoken English

Computer Skills

Capable in using Windows , AI, Power point, PDF etc

About Me

Gender
Telephone Number
Address

Male
(+62) 819-3292- 6081 (+62) 812- 8382-1070 (+62) 818 - 846 - 207
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Indonesia

My Article at Manager's Scope magazine one of magazine salim Group

