**Johanes Bosco Hardyanto** Jl Tegalsari 1 No.7 RT 001/RW 011 Sukasari

Tangerang 15118

087878187787 / 021-95782658

***SUMMARY RESUME***

Last Position : Sales & Marketing Manager

Years of Experience : 13 Years

Last Job Function : Management

Last Industry Sector : Information Technology (IT)

Last Career Level : Senior

Last Education : Bachelor of Economics (Management)

University : Diponegoro (Semarang)

Last Salary : IDR 13.000.000, -

Expected Salary : IDR 15.000.000, - (Negotiable)

Availability : Immediately

***PERSONAL INFORMATION***

Gender : Male

Age : 36 years

Date of Birth : January 6, 1978

Nationality : Indonesian

Tribe : Java

Religion : Catholic

Marital Status : Married

Number of Children : 1 (one) - female

Having Vehicles : Motorcycles

Having a Credit Card : Gold / Titanium

***EXECUTIVE SUMMARY***

Qualifications : mastering MS Office, able to communicate in English orally and in writing, familiar with a target, mastering Labour Act 13 of 2003, able to provide training, is able to establish good relationships with stakeholders, good negotiation ability, understanding of marketing concepts and sales, understanding of Business Process concept, have good presentation skills.

***EDUCATION***

1996 - 2001

Diponegoro University, Bachelor of Economics (Major: Management-Marketing), GPA: 3.18

***WORK EXPERIENCE***

**PT Kharisma Nusantara Teknologi - Sales & Marketing Manager**

1. Survey the market needs

2. Survey competitor products

3. Develop and execute Marketing & Sales Plan

4. Compile and run the Pipeline

5. Supervise the performance of the marketing team and sales team

6. Marketing and Sales Reports to BOD

7. Coordination with production team

February 2014 – Today , IDR 13,000,000, -

**PT Gamma Persada Solusindo - HR & GA Manager**

1. Develop Company Regulations

2. Develop Corporate Policy

3. Develop SOP

4. Develop and implement a recruitment program

5. Develop and implement HR Development

6. Compensation & Benefit

7. Develop a budget HR & GA

8. Monitoring HR team and Tim GA

9. Develop and implement KPI assessment and 360

10. Maintaining good industrial relations

11. Taking care of licensing companies

12. Take care of ISO 9001, 14001 and 18001

March 2013 - January 2014, IDR 11,000,000, -

**PT Surabaya Top - HR & GA Manager**

1. Develop Company Regulations

2. Develop Corporate Policy

3. Develop SOP

4. Develop and implement a recruitment program

5. Develop and implement HR Development

6. Compensation & Benefit

7. Develop a budget HR & GA

8. Monitoring HR team and Tim GA

9. Develop and implement KPI assessment and 360

10. Maintaining good industrial relations

11. Taking care of licensing companies

September 2012 - February 2013, IDR 9,000,000, -

**PT Selera Pangan Nusantara - HR & GA Manager**

1. Develop Company Regulations

2. Develop Corporate Policy

3. Develop SOP

4. Develop and implement a recruitment program

5. Develop and implement HR Development

6. Compensation & Benefit

7. Develop a budget HR & GA

8. Monitoring HR team and Tim GA

9. Develop and implement KPI assessment and 360

10. Maintaining good industrial relations

11. Taking care of licensing companies

August 2010 - September 2012, IDR 7,000,000, -

**PT Bank UOB Buana - Business Process Associate**

1. Develop Business Process Work Flow

2. Develop Training Curriculum

3. Running training program for customer service and call centre agent

November 2007 - August 2010, IDR 5.000.000, -

**PT Pesona Kharisma Futures**

**Business Manager**

1. Develop Financial Planning for Investors

2. Provide training to Financial Consultant

3. Oversee investor capital development program

4. Provide a report on investor capital development

July 2004 - May 2007, IDR 5.000.000, -

**PT ISS Indonesia**

**Service Supervisor**

1. Develop a work program

2. Develop a working budget

3. Develop and organize employment

4. Oversee the implementation of the quality of work

5. Establish good relationships with clients

December 2001 - March 2004, IDR 4.000.000, -

**SKILLS**

1. Computer : MS Office, Prezi, Visio

2. English : Able to communicate orally and in writing

3. Training : Capable of providing good training

**LANGUAGE**

Spoken : Indonesian, English

Written : Indonesian, English

**REFERENCES**

1. Erianto Chang, Director of Marketing, PT Kharisma Nusantara Technology, 08159139420

2. Teo Usman Effendi, Director of Operations, PT Gamma Persada Solusindo, 08129437829

3. Yunita Liem, Director of Operations, PT Surabaya Top, 081932183777

4. Suhendra Liem, Director of Operations, PT Selera Pangan Nusantara, 087882556888

5. Suharno, Department Head, PT Bank UOB Buana, 081807882962