

Aisyah Pramesti

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Education

Universitas Indonesia Jakarta, ID S1 Business Administration 2019 – 2023 GPA 3.62/4.00. Leader, Campus Sales Club; coached 35 peers on customer discovery.

Professional Experience

EduBridge Nusantara Jakarta, ID
Sales Development Intern Mar 2023 – Aug 2023

- Qualified 180+ inbound leads via phone and WhatsApp consultations
- Boosted trial-to-subscription conversion by 18% through structured follow up scripts
- Logged daily activities inside HubSpot CRM to maintain transparent pipeline tracking

Leadership & Activities

Campus Sales Club Jakarta, ID
Leader 2021 – 2023

Coached 35 peers on customer discovery and sales fundamentals.

Skills

Sales: Consultative selling, Active listening, Lead qualification
CRM & Tools: HubSpot, Monday.com, Excel (pivot, lookup)
Communication: Demo delivery, Presentation, Pipeline tracking