

Hana Alifia

+62 811-9182-3305 | hana.alifia@mail.com | linkedin.com/in/hanaalifia

Professional Summary

Fresh graduate experienced mentoring part-time sales teams and designing onboarding materials. Driven by mission to make learning accessible across Indonesia. Ready to embrace STAR training and contribute to Ruangguru's sales excellence culture.

Technical Skills

Sales Coaching: Team mentoring, Objection handling, Script development

Training Design: Onboarding materials, Sales playbooks, Performance tracking

Tools: Monday.com CRM, Google Sheets, Data Studio

Professional Experience

Part-time Team Lead

LearnPlus Outreach

May 2022 – Dec 2022

Yogyakarta, ID

- Coached 12 student ambassadors delivering weekly targets averaging 110% achievement
- Developed script library addressing objections from parents and students
- Tracked progress using Google Data Studio dashboards for transparency

Projects

Sales Enablement Playbook

Compiled training modules on needs assessment and closing. 25% faster ramp-up achieved.

2022

Education

S1 Management

Universitas Gadjah Mada

GPA 3.74/4.00 – Teaching Assistant, Sales Management Course

2019 – 2023

Yogyakarta, ID

Certifications

- LinkedIn Learning: Coaching Skills for Leaders (2023)
- Certified Sales Associate, NASP (2022)