

Fajar Mahendra

Semarang, ID • fajar.mahendra@mail.com • +62 813-2299-5574

Education

Universitas Diponegoro Semarang, ID S1 Industrial Engineering 2019 – 2023 GPA 3.58/4.00. Head of Career Development, Student Association.

Professional Experience

EduMetrics ID

Semarang, ID

Sales Operations Intern

Feb 2023 – Jul 2023

- Built dashboards tracking call volume, conversion, and payment status for 25 sales reps
- Introduced lead scoring model that increased meeting bookings by 22%
- Provided weekly coaching insights enabling reps to prioritize high-potential families

Leadership & Activities

Industrial Engineering Student Association

Semarang, ID

Head of Career Development

2021 – 2023

Organized career workshops and mentorship programs for 100+ students.

Skills

Data Analytics: Sales analytics, Lead scoring, Dashboard creation

Sales Operations: Pipeline optimization, Performance tracking, Process improvement

Tools: Pipedrive CRM, SQL basics, Excel, Google Sheets