

Indra Prakoso

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Professional Summary

Detail-oriented accounting graduate transitioning to sales through strong analytical and client service skills. Hands-on experience reconciling payment data and explaining financing options to parents. Motivated to join STAR to combine accuracy with meaningful client interactions.

Technical Skills

Financial Analysis: Payment reconciliation, Installment explanation, Data accuracy

Sales Support: Consultative selling, Proposal building, Client education

Tools: Zoho CRM, Excel pivots, Financial modeling

Professional Experience

Finance and Sales Support Intern

Cerdas Fintech

Aug 2022 – Jan 2023

Medan, ID

- Explained installment plans for parents leading to 40 successful program enrollments
- Reconciled daily sales receipts with CRM records to eliminate reporting gaps
- Collaborated with sales reps to build transparent quotation templates

Projects

Scholarship Outreach Initiative

2021

Partnered with 8 schools to map prospects. Reached 300 students with scholarship info.

Education

S1 Accounting

2018 – 2022

Universitas Sumatera Utara

Medan, ID

GPA 3.57/4.00 – Treasurer, Student Business Club

Certifications

- Brevet A & B Tax Certification (2022)

- HubSpot Inbound Sales (2023)