

# Jihan Saraswati

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## Professional Summary

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Recent graduate eager to build sales career aligned with mission-driven education outcomes. Completed national sales bootcamp and excelled at roleplay-based selling. Inspired to contribute at Ruangguru STAR by combining persistence, empathy, and teamwork.

## Technical Skills

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**Inside Sales:** Lead qualification, Objection handling, Close techniques

**Communication:** Public speaking, Team collaboration, Active listening

**Tools:** Trello CRM, Airtable, Zoom facilitation

## Professional Experience

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### Inside Sales Trainee

Jan 2023 – Apr 2023

Bogor, ID

FutureLearn ID

- Handled 60 outbound calls daily, tailoring offers based on academic goals
- Closed 25 new enrollments by applying consultative frameworks
- Maintained disciplined follow ups through Trello pipeline boards

## Projects

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### Sales Trainee Academy Simulation Bootcamp

2023

Completed intensive modules on sales mindset, CRM, closing. Top score in objection handling.

## Education

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### S1 Education Management

2019 – 2023

Universitas Pendidikan Indonesia

Bandung, ID

GPA 3.66/4.00 – Organized National Education Fair 2022 (1,200 participants)

## Certifications

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- National Sales Bootcamp Graduate, Kadin (2023)
- Certified Professional Communicator, LKP Nusantara (2022)