

Aisyah Pramesti

Jakarta, ID • aisyah.pramesti@mail.com • +62 812-3456-7801

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