

Hana Alifa

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Education

Universitas Gadjah Mada Yogyakarta, ID S1 Management 2019 – 2023 GPA 3.74/4.00. Teaching Assistant, Sales Management Course.

Professional Experience

LearnPlus Outreach

Yogyakarta, ID

Part-time Team Lead

May 2022 – Dec 2022

- 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

Leadership & Activities

Management Student Association

Yogyakarta, ID

Vice President

2021 – 2023

Organized business case competitions and industry networking events.

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