

# Hana Alifia

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Yogyakarta, ID • hana.alifia@mail.com • +62 811-9182-3305

## 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