

SONI LUKMAN

SALES MANAGER



Profile

"I have experience working in the IT field, especially in the field of Software Development for 4 years, in the sales department and 6 years in IT operations such as (IT Support manager). and I am a person who adapts quickly to the environment and learns quickly, pro-active, hardworking. And I understand ERP, CRM, HRIS, HCM software"

Experience

July, 2021 - Present

PT IndoDev Niaga Internet (DataOn)
Sales Manager, Tangerang Selatan

- introduced to the company by various types of industries, about sunfish HR software to make it easier for HR professionals in the administrative process and analyze employee data.
- schedule and make presentations to clients, and provide solutions to client needs.
- make plan & strategy
- Monitoring team
- Develop market

June, 2019 - May, 2021

PT Sentra Inovasi Solusindo
Sales Manager, Jakarta Utara

- Be the primary point of contact and build long – term relationship with customers
- Help customers through email, phone, online presentations, screen-share and in person meetings
- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Forecast and track key account metrics
- Monitor and analyze customer's usage of our product

Achievements

Achievement



"2020 - The Best Employee at PT Sentra Inovasi Solusindo base on KPI"

Achievement



"2011 – Third place, category speech by timer, Toastmaster International, speech contest."

Achievement



"2004 – The Best Player, category center position, High School basket competition in Bekasi"

Skill



Cisco Certified Network Administrator (CCNA)



Web PROGRAMMING WITH PHP PLATFORM LANGUAGE



MICROSOFT OFFICE



ENGLISH

**March, 2018 -
April, 2019**

**PT Hashmicro Solusi Indonesia (ERP
Software)**

**Business Development Executive,
Jakarta**

- Finding prospects, following up on business opportunities and setting meeting
- Preparing presentation
- Introducing new product developments to prospective clients
- Supervising the creation of marketing mater
- Writing reports
- Ensuring management are kept in the loop
- Handle inbound, unsolicited prospect calls and convert into sales
- Penetrate all targeted
- accounts and radiate sales from within client based

**Jan, 2017 -
March, 2018**

PT Mugi Rekso Abadi

**IT Technical Support Assi Manager,
Jakarta**

- To Plan and review IT budget
- To Make annual targets and work plans
- To Review and control IT work according to SOP
- To Perform analysis,
- Planning and design of IT applications and system

**April, 2014 -
Oct, 2016**

PT Petromindo Perkasa

IT Technical Support, Jakarta

- To Plan and review IT Budget
- To make annual targets and work plans
- To review and control IT work according to SOP
- To reviewing additional needs in terms of network and software.
- To perform managerial and supervisory and controlling functions in system and application development.
- To Perform analysis, Planning and design of IT applications and systems.

**April, 2013 -
April, 2014**

PT MITSUBHISI KRAMA YUDHA

Website Administrator, Jakarta

- Installing a website domain into hosting
- Update the content of company's website
- Update images and pages that are still needed or not needed on company's website

**Sept, 2011 -
March, 2013**

PT SURYA SARANA DINAMIKA

Digital Marketing, Jakarta

- Responsible to maintenance inventory data at company website
- Data entry and input data to web

Interests

Interest

Music
Basket ball
Reading book
Travelling
Workout
Playing game

Contact

🏠 Perumahan Harapan Baru 1,
jalan Sawo 2 no 14 RT005/007,
Bekasi Barat

☎ +6281289283383

✉ soni.haposan@gmail.com

in <https://www.linkedin.com/in/sony-haposan-088787197/>

Education

2006 - 2010 **Bachelor Degree - Information
Technology**
Universitas Mpu Tantular, Jakarta
GPA 3.30