



**PT. BOSOWA BERLIAN MOTOR**

AUTHORIZED DEALER OF MITSUBISHI MOTOR

Branch : MANOKWARI  
Alamat : JL. DRS ESAU SESA - MANOKWARI  
Tlp/Fax :

Kepada Yth  
Marketing Strategy Dept  
PT. Bosowa Berlian Motor  
Di tempat

Up. Bpk. Rico Yuliandhivi

FM-BBM-MKT-HO

PT. BOSOWA BERLIAN MOTOR  
AUTHORIZED DEALER OF MITSUBISHI MOTOR  
Jl. DRS. ESAU SESA, MANOKWARI, P. PAPUA  
Telp. 09823 18, 09823 19, 09823 20, 09823 21, 09823 22, 09823 23, 09823 24, 09823 25, 09823 26, 09823 27, 09823 28, 09823 29, 09823 30, 09823 31, 09823 32, 09823 33, 09823 34, 09823 35, 09823 36, 09823 37, 09823 38, 09823 39, 09823 40, 09823 41, 09823 42, 09823 43, 09823 44, 09823 45, 09823 46, 09823 47, 09823 48, 09823 49, 09823 50, 09823 51, 09823 52, 09823 53, 09823 54, 09823 55, 09823 56, 09823 57, 09823 58, 09823 59, 09823 60, 09823 61, 09823 62, 09823 63, 09823 64, 09823 65, 09823 66, 09823 67, 09823 68, 09823 69, 09823 70, 09823 71, 09823 72, 09823 73, 09823 74, 09823 75, 09823 76, 09823 77, 09823 78, 09823 79, 09823 80, 09823 81, 09823 82, 09823 83, 09823 84, 09823 85, 09823 86, 09823 87, 09823 88, 09823 89, 09823 90, 09823 91, 09823 92, 09823 93, 09823 94, 09823 95, 09823 96, 09823 97, 09823 98, 09823 99, 09823 100

**DISPLAY TATA MART DISTRIK PRAFI**

KAB MANOKWARI

TANGGAL KEGIATAN : 4 MARET - 15 MARET 2024

**Target (Sesuai Penjualan Proposal)**

Jumlah Database : 45  
Jumlah Prospek : 14  
Jumlah SPK On The Spot : 2  
Jumlah SPK Follow Up : 2

**Situasi Pameran**

Waktu (Jam) Ramai Pengunjung

\* Senin s/d Jumat

\* Sabtu s/d minggu

: 11:00 s/d 21:00 WIT

: 11:00 s/d 21:00 WIT

Jumlah rata-rata pengunjung setiap hari

\* Senin s/d Jumat

\* Sabtu s/d minggu

: 60 org

: 80 org

**DAFTAR PROSPEK :**

NO.	NAMA CUSTOMER	TANGGAL PROSPEK	TYPE KENDARAAN	WARNA	STATUS				KETERANGAN
					PROSPEK	SPK OTS	SPK FU	TGL SPK	
1	AGUSTINUS IBA	6-Mar-24	XPANDER EXCEED MT	HITAM	1				PROSES NEGOSIASI
2	IQBAL	6-Mar-24	XPANDER EXCEED MT	PUTIH	1				PROSES NEGOSIASI
3	RUSLIM	6-Mar-24	XPANDER CROSS MT	PUTIH	1				PROSES NEGOSIASI
4	WANTO MANGOTING	7-Mar-24	NEW TRITON DC EXCEED M/T	HITAM		1		7-Mar-24	MELENGKAPI BERKAS, PROSES VIA ACC
5	SRI ASTUTI	9-Mar-24	XPANDER EXCEED MT	HITAM	1				PROSES NEGOSIASI
6	RISTO	9-Mar-24	XPANDER EXCEED MT	HITAM	1				PROSES NEGOSIASI
7	ALDO	9-Mar-24	XPANDER EXCEED MT	HITAM	1				PROSES NEGOSIASI
8	AGUSDITO	9-Mar-24	NEW TRITON DC HDX M/T	PUTIH			1		MELENGKAPI BERKAS, PROSES VIA BFI
9	IBU DANI	9-Mar-24	XPANDER EXCEED MT	PUTIH	1				PROSES NEGOSIASI
10	RIANTY	11-Mar-24	XPANDER CROSS PREMIUM CVT	PUTIH	1				PROSES NEGOSIASI
11	JERRY MATONENG	12-Mar-24	NEW TRITON DC EXCEED M/T	HITAM			1		SUDAH PROSES ACC REJECT, GANTI LEASING
12	PAULINA PAH	14-Mar-24	NEW L300 PU-FB	HITAM		1		14-Mar-24	SUDAH PKT, PROSES BFI
13	EDY	15-Mar-24	XPANDER EXCEED MT	HITAM					PROSES NEGOSIASI
14	DODY	15-Mar-24	XPANDER EXCEED MT	HITAM					PROSES NEGOSIASI
JUMLAH					8	2	2		

**PEROLEHAN PENJUALAN**

NO	TYPE KENDARAAN	DATABASE	PROSPEK	SPK OTS	SPK FU
1	NEW XPANDER ULTIMATE CVT	8			
2	NEW XPANDER CROSS PREMIUM CVT	3	1		
3	NEW XPANDER CROSS MT	6	1		
4	NEW XPANDER EXCEED MT	8	8		
5	TRITON DC EXCEED MT	2		1	1
6	TRITON DC HDX 4X4 MT	2			1
7	NEW L300 PU-FB	2		1	
Grand Total		31	10	2	2

Diketahui Oleh



(ARFAN RAWUAEN)

BRANCH HEAD

MANOKWARI, 23 MARET 2024

Dibuat Oleh



(ARFAN RAWUAEN)

SUPERVISOR

**FOTO KEGIATAN (min 12)**





