

Trivena Mamarodia, S.E

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Success driven by result, sustained by relationships

Career Profile

Business Development, Expansion Manager in Jakarta Raya area (Nation wide)

With more than 1 year successful experience in sales and marketing

Seeking to transfer the learning skill set, Experience B2B domestic market, 4 years handling sales in youth social project with international scale, in collaborative environment

EXPERTISE

- LEADERSHIP
- WRITEN/VERBAL COMMUNICATION
- MARKET ANALYTIC
- CONTRACT NEGOTIATION
- MS OFFICE SUITE
- TEAM MANAGEMENT
- CUSTOMER FOCUS
- PROJECT TRACKING MANAGEMENT
- BUSINESS ANALYTICS
- TERITORRY MANAGEMNT
- SERVICE STRATEGIES AND SOLUTION

RELEVANT EXPERIENCE

HOMETOWN PROJECT (AIESEC COLLABORATE WITH DANONE)

External relation and Project coordinator

2015 - 2017

Project Planner/External Relation (Selected Accomplishments):

- Years-Over Year execute project in more than 5 province in Indonesia, with university student from more than 25 universities participate to raise the awareness to drink more water. Generate more than IDR 100.000.000 for one season of the project collaboration. Project collaboration is based on Sustainable development goals by United Nation.

EXPANSION SITE PROJECT (Decathlon Indonesia)

Expansion Manager

2019 - Present

Project Leader (Selected Accomplishments):

- Engaged 6 new key clients first 3 months, analyze 10 potential store, City analysis ensuring turn over IDR 102.000.000 per square meter. Collaboration with legal and construction on building new store in kelapagading, Increase the income of the company by projecting next upcoming store at East Jakarta, final result have 1 collaboration with lippo group.