



Teguh Prayogo

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EDUCATION

1990- 1994 Bachelor Degree in Economic

Majoring in Marketing Management, GPA 3.03 out of 4
University of Surabaya, Indonesia

Final Project :

Analysis of Product Positioning Strategy for Bahtera Swarayudha Radio
in Surabaya

PROFFESIONAL QUALIFICATIONS

Achievements

- Book "31 Hari Sukses Meningkatkan Omzet Penjualan" published by Elex Media Komputindo (2012)
- Book "Stop Promotion, Start Communication" published by Elex Media Komputindo (2013)
- Book "Crazy Selling" published by Elex Media Komputindo (2016)
- Book "Competitive Marketing Strategy" published by Elex Media Komputindo (2016)
- Monthly articles for "Kovmate" (Excelso national magazine) - 2016
- Monthly articles for "Overview" (free magazine) – 2014-2016
- Monthly articles for "Gapura" (official Surabaya government magazine) - 2014 – 2016
- Monthly articles for "Java Advertiser" (Malang free magazine) – 2013 – 2014
- Public seminars (2009 – 2015)
- Resource Development Officer of the month (October 2015)
- In-house trainings (1997 – 2016)
- Top sales at FIF East Java (1997-1998)
- Top sales – managed NPL at Bhakti/MNC Finance (2004 – 2007)
- The most favourite assistant for lecturer – University of Surabaya (1992)
- #1st champion in articles writing competition – University of Surabaya (1992)

Skills

- Computer : Microsoft Office (Word, Excell, Powerpoint), Movie Maker
- Presentation
- Teaching / Training
- Writing

Personality

- "I" (of D.I.S.C - analysis)
- Communicative & energetic
- Honest
- Social / team player

Languages

- Bahasa Indonesia (+ Javanese)
- English
- Chinese (poor)

Training & Course

- *Powerful advertising & sales promotion* (2001) – Markplus Education
- *Service Excellence* (2005) – Bhakti / MNC Finance
- *The Coming Competitive Edge* (2005) – Petra Business Forum
- *Training of intrapreneurship* (2006) – Bhakti / MNC Finance
- *Basic Branch Manager Development Program* (2006) – WinMark 2020 association
- *Branch Manager Enhanced Program* (2007) - Arbey
- *Penyuluhan Norma Ketenagakerjaan* (2007) – Disnaker Kab.Sidoarjo
- *Staff Capacity Building for Economic Development* (2010) – World Vision
- *Entrepreneurship Marketing* (2010) – Sustainable Sales Centre
- *Sukses Sejati Camp* (2013) – Kingdom Business Community
- *Sales Strategies to Create High Performing Sales Force* (2013) - Frontier

WORK EXPERIENCES

I. Habitat for Humanity Indonesia

July 2014 - Present

Resource Development Officer

Reporting to Resource Development Manager

Responsibilities:

- Responsible for fundraising to run activities in fulfilling the vision and mission, such as prospecting, delivering presentation, follow up, negotiation, etc.
- Manage, organize and execute events, include coordination with project team, make a documentation (photo or video) and broadcast it through internet/social media.
- Building good relationship with various kind of institutions (corporate, school/university, government, high individual network, spiritual organizations, non government organizations, media, etc)
- Reporting

Major Achievements:

- Some events successfully conducted (28uild, Women build, Building Beyond Faith, bazaar, etc
- RD of the month – October 2015 (handle 4 events in a month)

II. World Vision Indonesia

April 2009 – May 2012

Business Facilitator

Report to Business Facilitator Program Supervisor

Responsibilities:

- Manage, organize and execute strategy to attract individual or small enterprises to get business consultation
- Conduct trainings or events related with business development
- Building good relationship with various kind of institutions (corporate, school/university, government, high individual network, spiritual organizations, non government organizations, media, etc)
- Reporting

Major Achievements:

- More than 100 small enterprises get business consultation
- Conduct several training for small enterprises
- BF with some creative approaches (newsletter, sticker on motorcycle, etc)

III. Yamaha

2008 - 2009

General Manager

Report to business owner

Responsibilities:

- Strategic, plan, manage - control & develop programs for advertising and promotions to provide maximum sales target.
- Building good relationship with all stakeholders (owner, supplier/main dealer, finance company, customer, etc)
- Work with sales, demand planning, and vendors to generate accurate volume forecasts.
- Manage and control human resource
- Reporting

Major Achievements:

- Employee database and remuneration system
- Organization structure

IV. Bhakti / MNC Finance

April 2004 – April 2008

Branch Manager

Report to Area Manager & Director

Responsibilities:

- Responsible for branch performance (sales, collection, administration, human resource, general affairs)
- Create & implement the marketing & operational plan and strategy to achieve branch objectives.
- Building good relationship with all stakeholders (corporate, dealer/showroom, other finance company, customer, insurance company, etc)
- In-house trainer for east java area
- Reporting

Major Achievements:

- The first branch who do successful & fenomal exhibition
- Best sales and collection in 2004-2005
- Branch with strong and good teamwork

V. Sinar Mas Multifinance

2003 –2004

Operation Head

Report to Branch Manager

Responsibilities:

- Responsible for branch performance (accounting, collection, administration, human resource, general affairs)
- Create & implement the operational plan and strategy to achieve branch objectives.
- Building good relationship with all stakeholders (corporate, dealer/showroom, other finance company, customer, bank, insurance company, etc)
- Support branch manager in operational tasks.
- Reporting

Major Achievements:

- Zero mistakes in accounting system
- Branch with strong and good teamwork