

Ari Pamungkas

Address: Harvest City, Cluster Dianthus A Blok DA 15 No. 27
RT 010/019, Des. Cipenjo Kec. Cileungsi – Bogor, Indonesia



Personal Detail

- First Name: Ari
- Last Name: Pamungkas
- Date of Birth: March 16th, 1977
- Place of Birth: Jakarta - Indonesia
- Contact Address: Harvest City Cluster Dianthus A Blok DA 15 No. 27
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Education & Courses

- 1990 – 1993 Junior High School (SMP Negeri 5 Bekasi)
- 1993 – 1996 Senior High School (STM Negeri 3 Jakarta)
- 1996 – 2001 Institut Teknologi Nasional Malang (Mechanical Engineering)
- Computer Course – MS Office (Wearnes Education Center)
- Business English Course
- Sales & Marketing Strategy Training
- Product Knowledge Training

Computer Knowledge

- Microsoft Office (Word, Excel, Access and Power Point)

Languages

- Indonesian
- English

Working Experience

- 2000 – 2002 3M Auto Film Departement at PT. SIDO BANGUN Plastic Factory
Position : Machine Operator
- Brief and Responsibilities :
Production on 12 hour shift . Filled in for supervisor on vacation
- 2002 – 2004 Technical Film Department at PT. SIDO BANGUN Plastic Factory.
Position : Technical Coordinator Assistance.
- Brief and Responsibilities :
Managed project execution, material procurement, supervision/inspection and overall project coordination and cost control.
- 2004 – 2007 Technical Film Department at PT. SIDO BANGUN Plastic Factory.
Position : Maintenance Coordinator.
- Brief and Responsibilities :
 - Prepare maintenance plan and schedule
 - Spare part inventory
 - Spare part verification
 - Trouble shooting & work shop supervision
- June 2007 – Agustus 2011 Marketing / Sales Engineer at PT. Panca Artha Mustika
Direct Report to : Director
- Brief and Responsibilities :
 - To identify qualified Customers and Vendors
 - Monitoring Tender process form Prequalification / Registration – Pre-bid – Sourcing – Open bid – Bid Award.
 - Procurement & Logistic

- Maintain relationship with Customers and Suppliers (Vico Indonesia, Medco E&P Indonesia, Total E&P Indonesia, Petrochina, Star Energy, Others).
- Concentration on Ariel Compressor Contract, Oil Lubricant Contract, Altronic Contract (Material, Maintenance and Service), Mechanical and Electrical, and Consumable Materials Supplies.
- Find up the specific strategy to increase the company's revenue
- Find up for new Customers

September 2011 – Januari 2014

Marketing Manager
at PT. Rema Mega Persada (Ravindo Putra Mandiri Group)

Direct Report to : Marketing Director

Brief and Task Responsibilities :

- Monitoring and Follow Up on going and coming up Project/Tenders
- To re-checking and ensure the compliance of Tender Proposals and Associated to be submitted
- Customers Visit, Presentation and Negotiation
- Concentration on Man Power Supply Contract, General Material Contract, OCTG, Pipeline, Overhead Crane Cap. 5 Ton, Mechanical and Electrical, and Consumable Materials Supplies
- Maintain relationship with Customers and Suppliers
- Presentation and Negotiation
- To select potential Customers and Qualify Suppliers
- To rising up of revenue
- Looking up for new Customers

Februari 2014 – August 2016

Marketing Manager at PT. Lasarez Dinamika
Direct Report to : Director

Brief and Task Responsibilities :

- Monitoring Tender process form Prequalification / Registration – Pre-bid – Sourcing – Open bid – Bid Award.

- To prepare and ensure the compliance of Tender Proposals and Associated
- Customers Visit, Presentation and Negotiation
- Maintain relationship with Customers and Suppliers (Vico Indonesia, Medco E&P Indonesia, PHE ONWJ, PHE WMO, Petrochina, Star Energy, Others).
- Concentration on Mechanical and Electrical (Gas Lift Skid Package, LV & MV Switchgear, UPS, Panel, Cable & Accessories)
- To rising up of revenue

September 2016 – Present

Business & Development Manager
at PT. Geotekindo Nusa Karya

Direct Report to : Director

Brief and Task Responsibilities :

- Monitoring and Follow Up on going and coming up Project/Tenders
- To re-checking and ensure the compliance of Tender Proposals and Associated to be submitted
- Customers Visit, Presentation and Negotiation
- Concentration on Thermal Insulating Coating and Coating Materials Supplies
- Maintain relationship with Customers and Suppliers (JOB Pertamina Talisman Jambi Merang, Petrogas (Basin) Limited, Petrochina, PT. Medco E&P Indonesia, Pertamina, Others).
- Maintain relationship with Customers and Suppliers
- To select potential Customers and Qualify Suppliers
- To rising up of revenue
- Looking up for new Customers
- Monitoring Tender process form Prequalification / Registration – Pre-bid – Sourcing – Open bid – Bid Award.
- To prepare and ensure the compliance of Tender Proposals and Associated

References

- HRD PT. Sido Bangun
- M.J Christophorus (Director of PT. Panca Artha Mustika)
- Ray A.F Rorimpandey (Director of PT. Rema Mega Persada - Ravindo Group)
- Mulyo Darminto (Director of PT. Lasarez Dinamika)
- Demoris Pandiangan (Director of PT. Geotekindo Nusa Karya)

Project Experiences

- 3 Years Contract of Ariel Compressor – Vico Indonesia at 2007, (Value U\$ 2.000,000.00)
- 3 Years Contract Oil Lubricant – Vico Indonesia at 2008, (Value U\$ 500,000.00)
- 3 Years Contract General Material – Vico Indonesia at 2011, (Value U\$ 3.500,000.00)
- 2 Years Contract Man Power Supply – JOB Pertamina Medco Simenggaris at 2010, (Value U\$ 2,000.000.00)
- 3 Years Contract Man Power Supply – JOB Pertamina Medco Tomori at 2011, (Value U\$ 4,000.000.00)
- Gas Lift Skid Package – Vico Indonesia at 2015, (Value U\$ 1,620,000.00)
- LV Switchgear – Vico Indonesia at 2015, (Value U\$ 150,000.00)
- MV Switchgear – Vico Indonesia at 2015, (Value U\$ 250,000.00)
- 2 Year Contract Geotextile & Geomembrane – Vico Indonesia at 2014, (Value U\$ 250,000.00)
- Thermal Insulating Coating at Conocophillips
- Thermal Insulating Coating at JOB Pertamina Medco Simenggaris
- Coating for Condensate at PGN
- Thermal Insulating Coating at Pertamina RU III – Plaju
- Thermal Insulating Coating at Pertamina Cepu
- Howden Compressor at Pertamina RU III – Plaju
- Corrosion Inhibitor Chemical – Petrogas (Basin) Limited

OBJECTIVE

A position as an active employee, involving responsibility and working with other as a team member to achieve advancement and growth for the company.

QUALIFICATION

- Production and Maintenance Coordinator 7 years experience.
- Supervising in production and packaging department.
- Production scheduling, purchasing production supplies.
- 7 years manufacturing experience.
- 10 years Marketing experience.

SUMMARY OF QUALIFICATION

- Performing routing and standard procedure and elimination of the product.
- Excellent communication and human relations skill.
- Ability to manage multiple priorities.
- Natural ability to work within a detail oriented team environment.
- To select potential Customers and Qualify Suppliers
- To rising up of revenue
- Having to procurement, source material, supply chain and negotiation with vendor
- Looking up for new Customers