



CURRICULUM VITAE

ISMED SENGGONO BAZAR

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Personal data

Name : Ismed Senggono Bazar
Place / Date of Birth : Jakarta/ 18 - 10 - 1980
Age : 35 years old
Address : Jl Kramat Jaya Komp UKA RT 01 RW 008
No.05, Koja, Jakarta Utara 14260
Phone : (021) 99734547 or 087878769301
Gender : Male
Marital status : Married
Religion : Moslem

Objective

Challenging employment that will utilize my experience, education, and analysis skills of numeric distribution and offer advancement opportunity to growth up sales and achievement the target .

Education

- **Bachelor Degree (S.KOMUNIKASI)**
(Communication Program)
Universities PROF.DR.MOESTOPO Jakarta, Indonesia
GPA: 3.05 (scale 4)
Major study interest:
 - International Communications
 - Indonesia System Communications
 - Indonesia Law System
 - Indonesia Economic System
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Work Experience

- **PT. Arnott's Indonesia. (Bekasi)**

10/1998-09/2000

As Merchandiser (Sales Modern Market)

Jobs description: Make good salving product and make good relationship with outlet modern and make demand to goal sales target in area like Carrefour, Hero, Ramayana to be good achievements.

- **PT. Dexa Medica**

As Medical representative

Jobs description: maintenance Sales hospital and make demand for my medicine to be use a doctor and paramedic to make objective growth for company and make program to penetration in hospital in my area.

- **PT. Pharos Indonesia**

07/2003-04/2004

As Area Sales Supervisor

Jobs description: maintenance Sales Area in south Jakarta until west java and make demand for my medicine to be use a doctor, paramedic, Hospital Management & managing staff in my supervision to make objective growth for company and make good relationship with customer.

- **PT. Nicholas Laboratories Indonesia**

10/2004-10/2011

As Distric Sales Manager

Jobs description: maintenance Sales Area in Central Jakarta, South jakarta Until Bekasi and make demand for my medicine to be use a doctor, paramedic, Hospital Management & managing staff in my supervision to make objective growth for company and make good relationship with customer.

- **PT. CIPTA NIAGA SEMESTA MAYORA GROUP (Distributor Torabika M2)**

11/2011-04/2013

Sub branch Manager (Area Sales Manager)

Jobs description:

Develop and execute a tactical sales plan to meet and exceed sales targets in business consumer.

Perform account planning and opportunity planning to grow solutions and services business with planning of numeric distribution.

Direct the activities of the sales team to deliver maximum achievement based on short and long term business objectives in order to achieve company's goal.

To monitor Register outlet (Customer Base), outlet active, evective call, and item product day by day.

- **PT. CENTURY FRACHINDO UTAMA (RITAIL APOTEK)**

05/2013-Until now

Business Development Manager

Jobs description:

opening new outlets ranging from the search for a location for the outlet then the licenses to permit the opening of pharmacies, care licensing extension location and closing dispensaries that are less well salesnya and look for another location. then make a report to the director's work and matric outlets are already open.

Computer Skills

- **Operating System** : Windows
- **CAD Packages** : Photo shop, Video graphic and editing

- **Numerical Distribution** : Minitab,SPSS
- **Others** : MS Office, Microsoft Project, Visio

Training and Course

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|----------------------------------------------------------------------------------------------------------------|------|
| ▪ Basic Farmacologi Dexa Medica Trainer: Dexa Medica | 2000 |
| ▪ Management building Pharos Indonesia Trainer : MT&Pharos | 2003 |
| ▪ Leader Management Nicholas Laboratories Indonesia | 2007 |
| ▪ Management Innovation Project Leader course (Six Sigma method) Nicholas Laboratories Indonesia | 2011 |
| ▪ Numerical Distribution Mayora group | 2012 |

All original supported document available upon request