



# GITO NUGRAHA

M: 0877 8082 0478

| E: [GITONUGRAHA@GMAIL.COM](mailto:GITONUGRAHA@GMAIL.COM)

## Curriculum Vitae

### Personal

Name

Age

Sex

Address

Contact

### Information

Gito Nugraha

34

Male

Cilebut Residence 2, Cluster Cemara B3.39, Bogor

| M: 087780820478 | E: [gitonugraha@gmail.com](mailto:gitonugraha@gmail.com)

### Formal

College

Major

GPA

### Education

STIE YAI - Jakarta

Human Resources Management

3,35

### Hobbies,

Skills

Characters

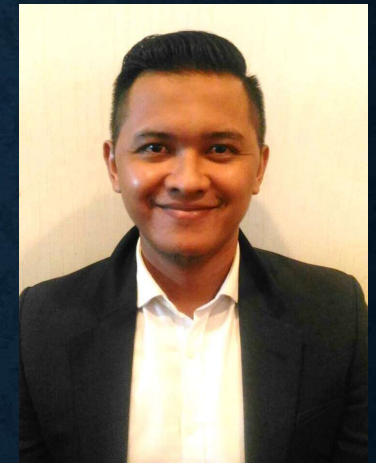
Hobbies

### Skills & Characters

Selling Skill, Negotiation Skill, Personal Effectiveness, Leadership Development, Knowledge Management, Computer literate, Proficient in internet applications

Fast learner, highly - self motivated, willingness to learn, and good team player

Swimming, Reading books, Traveling





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## Track Records

2021

2019-2021

2019

### Working Experience

**BCI Asia**

**Senior Business Development Consultant**

As a consultant for project data provider in Southeast Asia. Qualify prospective clients. Introducing BCI Services such as Lead Manager System, BCI Economics, BCI Cross Media to the new client. Ensuring to achieve the targets given by the company. Providing business insights to business owners, especially business players in the construction sector. Selling CRM as client support to ensure sales team productivity is maintained

**Achievement :**

2<sup>nd</sup> Best Sales - BDC of the Year (2019-2020 FY) with YTD 168%

2<sup>nd</sup> Best Sales (so far) - (2020-2021FY) withYYD 137%

2020

### Training & Seminars

Smart Business Outlook 2020

- Indonesia Construction Market Outlook 2020
- Indonesia Construction Market Outlook 2021



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## Track Records

2019

2016-2019 **Premysis Consulting**

**Senior Relationship Manager**

Develop marketing strategies to expand the new business also maintain existing ones. Prepare training project proposal and set presentation meeting. Arrange & manage training event for clients. Assist on going project on site then provide program reports for strategic partners. Work close with Ministry of Manpower  
Achievement : Top 3 - Relationship Manager of the Year (2016, 2017, 2018)

2014

2014-2016 **SGS Indonesia**

**Sales Executive**

Develop marketing strategies to expand the new business also maintain existing ones  
Prepare training project proposal and set presentation meeting  
Arrange & manage training event for clients  
Assist on going project on site then provide program reports for strategic partners

## Training & Seminars

2018

- Fire Fighting Training  
- First Aider Training

2016

- Basic Safety Training  
- Selling Skill



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## Track Records

### Working Experience

2011-2014 **Dunamis Organization Services**

**Business Developer**

As the consultant and product champion for Franklin Covey & VitalSmarts products, building strong relationship with Clients, establish rapport and communication with assigned Clients. achieving sales target within the assigned industries. Pursue sales leads, promote products and closed deal as appropriate

Achievement : 100% Club - The Best Employee of the Year (2013)

2008 - 2011 **Global Victory**

**Sales Team Leader**

As a supervisor for the sales team, responsible for the achievement of sales targets set by the company, Conduct training and coaching to team members. Controlling and regular evaluation of the activities and achievement of the sales team

### Training & Seminars

- 2014 → - The 7 Habits of Highly Effective People 4.0 Series (Dunamis)
- Crucial Conversations (Dunamis)
- 2013 → - Influencer (Dunamis)
- The Profesional Leaders (Expand Consulting)
- The Competencies for Managing Knowledge (Dunamis)
- Building Business Acumen (Dunamis)
- 2012 → - The 7 Habits for Managers (Dunamis)
- Leadership Foundations (Dunamis)
- 2011 → - The 7 Habits of Highly Effective People - Signature (Dunamis)
- 2009 → - Global Internet Summit (Tung Desem Waringin)

2014

2011

2008



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### Working Experience

2006 - 2008 PT Gilang Agung Persada (Guess)

Floor Incharge

Responsible for the operations of a store and the sales target set by the company. Build relationships with regular customers. Doing exhibiton at certain events.

2006

### Training & Seminars

2009

- Personal Development Training (Billy Lim, Author "Dare to Fail")

- Entrepreneurship Course (Benjamin Cheung & Arun Keemer)

2008

- Financial Revolution (Tung Desem Waringin)

- Global Leadership Program (Amega Global, LLC)

2005

- Seminar Ekonomi Syariah (Karim Consulting & Binus University)