

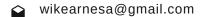
WIKE WINGTIAS ARNESA

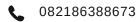


ABOUT ME

Experienced Sales & Marketing during 6 years with a demonstrated history of working in the Health Tech, Insurance and Banking Industry. Strong in computer literate and Excel Formulas. I'm currently seeking a fresh new competitive and challenging environment where I can serve your organization and establish an enjoyable career for my self.

PERSONAL INFO





@wikearnesa

03 January 1992

SKILLS SUMMARY

Marketing & Presentation

Google Data Studio

Financial Statement (L/R)

Computer Literate (Word, Excel, PPT, Outlook)

Excel Formulas (IF Function, Pivot Table, Hlookup, Vlookup)

Dashboard Dinamis by Pivot Table Excel

Tax Accounting

PUBLISHED PAPER

The Effect of Ratio Mass Catalyst/Waste Plastic (PET) and Characteristic Liquid Product by Pyrolysis Process. (ISBN: 978-602-0860-02-2 page 375-

Predesign Manufacturing of Salicylic Acid from Phenol and Sodium Hydroxide with Capacity 40.000 tons/year (Undergraduate thesis, 2015)

EDUCATION

.



Magister Degree of Management STIMA IMMI Jakarta | Mar 2022 - Now



Bachelor Degree of Chemical Engineering, GPA 3.23 / 4.00 Lampung University | Sep 2010 - Dec 2015

WORK EXPERIENCES

Corporate Sales Specialist

ALODOKTER PT Alodokter Teknologi Solusi | Feb 2022 - Now

- Doing sales, presentation, proposal, negotiation related to product sales (Telemedicine/Aloproteksi for Employee Benefit Companies) with PIC Company (min target 1 Billion/Month)
- Setting up a target pipeline, daily calling, and monthly closing.
- Doing after sales such as socialization of application usage, help clients with claims

Corporate Sales Specialist

PT AXA Mandiri Financial Services | Oct 2020 - January 2022

- Make presentations related to product sales (Employee Benefit Insurance Products In Companies) such as Group Health, Life and Saving with PIC Company (min target 1 Billion/Month, 4 Case Count)
- Make Proposals to be processed by underwriting (min 12 Quotations/Month)



ESTA Management Trainee - Field Investigation Officer

PT Esta Dana Ventura | Aug 2018 - Sep 2020

- Issuing SP1 to SP3 regarding fraud indications by employees
- · Make a visit to customers, to make sure the financing is according to the SOP (min 20 Visits/Day)
- The process of financing already received by customer, we make sure that all of finance report and work process for all of employee already based on SOP

Associate Account Officer

PT Bank Rakyat Indonesia (Persero), Tbk | Dec 2016 - Jul 2018

- Application, evaluation, negotiation of credit for all customer (range loan 1-10 Billion) with target 2 Billion/Month
- The determination of type and structure of credit
- Make a financial statement of customer for the last 3 months with spreadsheets

TRAINING

Bagus Training of Google Data Studio and Pivot Table Ms Excel eBagus Learning | April 2021



Brevet Applied Tax Training A/B and e-SPT Institute of Indonesia Chartered Accountants | Jan 2019 - May 2019

ORGANIZATION



Staff of Research and Education Department

Student Association of Chemical Engineering | 2011 - 2013