



# 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@gmail.com

082186388673

@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 375-385)

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**

*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)



**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



**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*