

DIMAS ADHITYA YOGA

EXPERIENCE BUSINESS
TRANSFORMATION & BUSINESS
DEVELOPMENT



PERSONAL SUMMARY

My experience is in Business Transformation & Business Development, able to communicate with various level of persons, doing forecasting for business strategy, handle and evaluation problem identification & corrective action, know Digital Marketing SEM, ATL & BTL event, content creative, social media, Google Productivity Tools (Drive, Sheets, Doc), video conversation (Google meet, Google Duo, Hangout, Skype, Microsoft Teams)

FIELDS OF EXPERTISE

Dealership premium experience, Leadership, Sales Operation Development, Project Management Analysis.

Understand PDCA, Continuous Improvement, Business Development, Management Operating System

Motivated, Team Player, Willing help each other, open for new idea that will lead the job to be done effectively and efficiently.

Having good negotiation skills and analysis, Good communication, energetic, Confident & interested in learning new things, market planner & Doing Business Development

LET'S TALK!

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WORK BACKGROUND

PT TUNAS MOBILINDO PARAMA (TUNAS BMW)

Business Transformation Executive | March 2020-June 2021

- Supervising including managing & controlling all operation in branches of Tunas BMW
- Make report to all observation result from Tunas BMW operation
- Having ideas & new initiatives for operational Tunas BMW
- Lead the team to improve
- Create Management Operating System for Tunas BMW All Branch
- Create Business Development element for action at the field
- Make sure PDCA (Plan Do Check Action) for branch operation Tunas BMW
- Make sure Continuous Improvement for branch operation Tunas BMW
- Create & Build Digital System for effectiveness & efficiently of work time operation
- Giving audit score every element management operating system and active management behavior for branch operation
- Doing Business Development Operations in delivering with Operation plans yearly, monthly, weekly, daily by using Active Management Behaviour, Management Operating System, & Dealership Maturity Index
- Develop business reports representing business condition covering financial metrics related KPI, (MRA Analysis, P&L Analysis, Cost to serve, Absorption ratio, AR Analysis)
- Coordinating and collaborating with other departments to execute project initiatives

PT GLOBAL OFISA INDONESIA

Business Development Executive | Dec 2018 - Feb 2020 (1 year 2 months)

- Make sure the material installed by the project and the results of the work are in accordance with Bill Of Quotation
- Control a budget to assure architects and property developers need and solve the customers issues
- Managed Design Project and review Design Project
- Track project performance. Use and develop leadership skills, including project management
- Deal with client for project interior offices
- Making New relationship for new project

PT TAKARI KOKOH SEJAHTERA

Marketing Operating Lease | May 2018 - Dec 2018 (7 months)

- Created cost of planning for sales profit, monitoring achievement of marketing target
- Gathering information on customers reaction to our product (COP, Operating Lease, Finance Lease) and quotation
- To monitor existing contract maturity
- Help develop and implement strategic sales plans

PT CIMB NIAGA AUTO FINANCE

Partner Relationship Management | Nov 2017 - Apr 2018 (6 months)

- Concepting Below the line (BTL) events
- Able to communicate with various level of persons
- Developing area sales management
- Maintain area sales target management
- Handle and evaluation Problem Identification & Corrective Action
- Compile and monitor key performance indicators Branch Manager