



ADRIANA AISYAH FAJRI ANNISA

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Residence, Bogor City.

Experienced in marketing with nearly a year as a Business Development Supervisor, looking to leverage knowledge of education technology and client relationships to exceed sales targets through strategies.

Work Experiences

Kidsloop Indonesia, PT Bada Rock Nusantara - Jakarta, Indonesia

Jun 2022 - Present

Business Development Supervisor

- Worked on a marketing the product of educational technology for B2G and B2B to achieve sales target
- Collaborated with Managing Director, Chief Operating Officer and HO to created growth strategy based on market research and competitor analysis to identify and manage stakeholder community partnerships and influencer strategies to reach a wider market
- Collaborated with all department's to increase product sales, support for market, and expand territories
- Conducted presentations to prospective and progressed clients and internal executives
- Worked with governmental organizations to maintain BOS funding
- Positively building empowered relationships and negotiating with the local government, PIC's area, and distributor
- Planned business-related events between companies and clients

Kelas Pintar, PT Extramarks Education - Jakarta, Indonesia

Mar 2021 - Jun 2022

Education Counselor

- Worked on a marketing involves presenting the company's profile and product of educational technology to prospective customers (B2G and B2B) to achieve sales target
- Worked directly with field consultant to acquiring and assisting new customers for the product
- Bulding influential relationships with clients and local government
- Developed and expanding new areas (Bogor, Bekasi, Bali)
- Analyzed the problem and solving the case for complex business problems with breakthrough strategies
- Organized and conducted related events between clients and company

Transvision, Transmedia CT Corp - Jakarta, Indonesia

Sep 2019 - Aug 2020

Marketing Exhibition

- Marketing a pay tv
- Planned and executed events for the company
- Worked as the committee whether it's the event committee or mc for an improved company event
- Managed database of clients, potential leads, and reporting for administration

Education Level

LSPR Communication & Business Institute - Jakarta, Indonesia

Sep 2022 - Present

Bachelor Degree in Communication

- I currently study here
- Student Union President

SMA Negeri 10 - Bogor, Indonesia

May 2015 - Jun 2018

High School in Science

- Second winner dance Tora Cafe
- Opening dance for Breakout Net TV
- Third winner of Reporter FLS2N

Skills, Achievements & Other Experience

Soft Skills: Public speaking, leadership, negotiation, teamwork, planning and organizing, innovative idea, marketing, creative, administration, time management, building relationship

Technical Skills: Presentation, editing ability, story telling, microsoft office, writing

Achievements: Temporary Team Leader and first place target oriented in team B2G for 6 month and B2B in the quarter 4th (2021), The MC for Rekor Muri Coloring for Kids and first place target oriented for quarter one (2019)

Other experience : Liaison Officer ASEAN MGMAC & AMF 2023 (Ministry of Foreign Affairs)