



MENIK ESTUNINGTYAS

SALES SPECIALIST

CONTACT ME

+62-8118-1226-57

estuningtyas.menik@gmail.com

Tangerang

EDUCATION

English Letters

Sanata Dharma University

Attended 2012-2014

Psychology

Mercu Buana Yogyakarta University

Attended 2016-2019

SKILLS

- Client Engagement
- Problem Solving
- Critical Thinking
- Team Work
- Self-motivated
- Negotiation

LANGUAGE

- Bahasa Indonesia
- English

PROFESSIONAL PROFILE

I love to learn and experience new things. I'm a confident person who have a strong willingness, a hard worker, not emotional, practical, and also responsible. The way I think is also steady and deep. I always look through at all possibilities before taking certain decisions. I love to organise things, and always try to control the situation. My strong, ambitious, and independent character make me have some several pristine qualities, and become someone who can be expected.

WORK EXPERIENCE

Sales Trainer

2023 - Present

PT FIT AND HEALTH INDONESIA (GOLD'S GYM)

Onboard new salespeople. Provide training to help other staff members outside of the sales department strengthen and develop their sales skills. Create, select, and develop curriculum and other resources for training programs. Assist with the recruitment and hiring process by helping with the creation of job profiles or position descriptions.

National Personal Consultant

2021 - 2023

PT WAHANA SEMESTA ILMU (WALL STREET ENGLISH INDONESIA)

Sell the Wall Street English language course to prospective Members. Build trust and develop long-term relationships with Members. Responsible for communicating effectively with Members while encouraging them to meet their goals, while complete administrative tasks, such as processing and recording sales, as needed.

Corporate Sales Executive

2020 - 2021

PT COMMEASURE SOLUTIONS INDONESIA (REDDOORZ INDONESIA)

Conducting market research to identify selling possibilities and evaluate customer needs. Actively seeking out new sales opportunities through sales call, networking and social media. Making good relations with customers & maintenance all existing customer. Participate on behalf of the company in event and collaborate with account or other business to meet others' goals

Account Manager

2019 - 2020

PT NICEPLAY KREASI ASIA

Build and maintain relationships with client and potential client, while ensure the timely and successful delivery of solutions according to customer needs and objectives. Clearly communicate the progress of project to client, and negotiate and handle client's complaints or objections. Responsible in reviewing, monitoring team's deadline.