

NURUL FITRIANIS NAINI

KEY ACCOUNT CONSULTANT TRAINING - CORPORATE CULTURE

Nurul is a smart-worker, multi-talented person who has worked for over 8 years. Nurul is able to communicate effectively for marketing strategies by result-driven approach. Nurul also has proven leadership record focused on achieving success on towards performance through collaboration. Nurul has good knowledge about training, recruitment and corporate culture because her experience in this industry for 6 years.

LAST EXPERIENCE

KEY ACCOUNT CONSULTANT (B2B FOR TRAINING AND CORPORATE CULTURE)

ESQ GROUP - ACT CONSULTING

2018- Present

Reporting to Sales Director and collaborating the team to ensure successful implementation.

Key Responsibilities :

- To implement an operation strategic plan / initiatives and goals, policies to maximize revenue / business growth in accordance with company's targets, planning cost management and planning for human resources allocation budget, as well as applicable regulatory requirements
- To lead, develop and build high performing operation team committed and engaged in the company's target, vision, mission and value
- To manage and maintain good relationship with top-middle client's management like hospitals, private sector, government, ministry or BUMN.
- To Selection of Source internally or externally for specialized training programs, including culture and Leadership
- To create Training Need Analysis, planning program and customized implementation program.

Sr. EDUCATION CONSULTANT (B2C)

WALL STREET ENGLISH, 2015 - 2017

PRIVATE ENGLISH & MATH TEACHER

ELEMENTARY, JUNIOR HIGH SCHOOL, 2015 - 2018



CONTACT



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Jakarta Timur

EDUCATION

Master of Human Resources
Management (M.M.)

Bachelors Degree (S.P.)

SKILLS

Corporate Culture Development

Learning and Development

Presentation Skills

Negotiation Skills

Communication Skills

Coaching Skills

Influencing Skills

Leadership Skills

ACHIEVEMENT SALES

FROM 2018 - 2023

Sr. EDUCATION CONSULTANT (B2C)

WALL STREET ENGLISH, 2015 - 2017



Top 1 of Educational Consultant Wall Street English National (2017); Top 2 of Educational Consultant Wall Street English National (2016); Top 5 of Educational Consultant Wall Street English National (2015)

KEY ACCOUNT CONSULTANT (B2B)

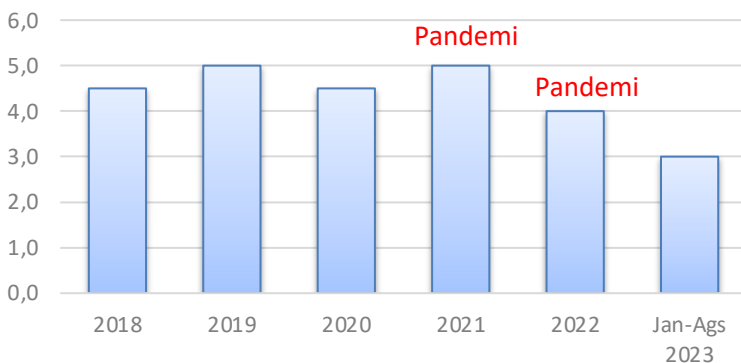
ESQ GROUP - ACT CONSULTING

THE BEST ACHIEVEMENT TEAM 2018- 2023

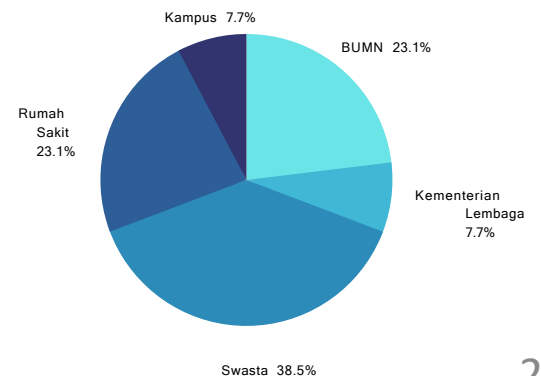


SALES ACHIEVEMENT (2018 - July 2023) in Billion

Sales Achievement



CLIENT SEGMENT



WORKING EXPERIENCE

LIST OF CLIENT FROM 2018 - 2023

LIST OF BUMN CLIENT

- Aviasi Pariwisata / InJourney (Holding)
- Taman Wisata Candi Borobudur
- ITDC
- Sarinah
- Angkasa Pura 1
- Angkasa Pura 2
- Angkasa Pura Support
- Angkasa Pura Solusi
- Angkasa Pura Solusi Integra
- Angkasa Pura Logistik
- Angkasa Pura Cargo
- Angkasa Pura Properti
- Bank Mandiri
- Perhutani
- PLN
- Peruri
- Indofarma
- Pertamina Hulu Energi
- Pertamina Hulu Indonesia
- KAI Services
- Kliring Berjangka Indonesia
- Semen Baturaja
- Perum Bulog
- Perusahaan Perdagangan Indonesia
- Pertani

LIST OF CAMPUS/ SCHOOL CLIENT

- Labschool
- BINUS University
- SMK Amaliyah
- Universitas Trisakti
- Universitas Terbuka
- Mercubuana University
- Al Azhar University
- Poltkkes Kemenkes 1
- Poltkkes Kemenkes 2
- Poltkkes Kemenkes Medan
- Poltkkes Kemenkes Pangkal Pinang

LIST OF MINISTRY CLIENT

- Kementerian Kesehatan
- Kementerian Pendidikan Kebudayaan Riset dan Teknologi
- Kementerian Pemuda dan Olah Raga
- Perpustakaan Nasional
- Badan Pengawas Obat dan Makanan
- Kementerian Pemberdayaan Perempuan dan Perlindungan Anak
- Komisi Aparatur Sipil Negara
- Komisi Perlindungan Anak Indonesia (KPAI)
- Badan SAR Nasional (Basarnas)

LIST OF PRIVATE SECTOR CLIENT

- Astra International
- United Tractors
- United Tracros Pandu Engineering
- Pamapersada Nusantara
- Komatsu Indonesia
- Komatsu Undercarriage Indonesia
- Komatsu Marketing & Support Indonesia
- Toyota Astra Motor
- Adra Finance
- Bank Mega
- Astra Credit Company
- Bank OCBC NISP
- UniCitilink
- Isuzu Astra Motor
- MNC Group
- Mitsubishi Krama Yudha
- Permata Syariah Bank
- Re/Max Fast Indonesia
- Sari pan Pacific Hotel
- Marclan International
- Sumber Alfaria Group (Alfamart)
- KJPerabot (retail)
- MAP
- Herbalife
- Aqua (danone)
- Bank Danamon
- Cussonz
- Bank Artha Graha International
- Pusat Penelitian Bioteknologi dan Bioindustri

LIST OF HOSPITAL CLIENT

- Hermina Group
- RSUD Tebet
- RS MMC
- RS Tambak Ibu dan Anak
- RS Pelabuhan
- RS Port Medical Center
- RSUD Tangerang Selatan
- Unit Pelayanan Kesehatan Kemenkes