

CURRICULUM VITAE

Personal Information

Name : Andy Willyanto Adi Saputro
Place/Date of Birth : Jakarta / 12 Oktober 1984
Nasionality : Indonesian
Religion : Islam
Gender : Male
Marital Status : Married
Languages : Indonesian / English
Present Address/ : Komplek Mampang Indah Blok H/15
Pancoran Mas - Depok 16433
Phone : (021)7754227 / 081299020684
Email : depok84@yahoo.com

Education

2002 – 2010 : Faculty Computer Science, Majoring Information System University of Gunadarma.
GPA : 3,04 (*scale 4,00*)
Scientific Project: Analisis Situs Pertemanan Facebook dan Friendster.

1999 – 2002 : SMU Bintara Depok
1996 – 1999 : SLTPN 2 Depok
1990 – 1996 : SD PSKD kwitang 8 Depok

Seminars, Workshop and Courses

18th September 2007	Higher-Intermediate Level Conversation in English LBPP LIA
29 Mayth – 2nd June 2006	BUILDING MOBILE COMMERCE SOLUTION
10th October 2005	Linux Terminal Server Project.
6th January 2005	Ethernet Hardware Installation

Skill/ Specific Abilities

Hardware :

- Experienced in Troubleshooting and PC Hardware problem

Software :

- Experienced in various Utility Software (Partition Magic, Virtual PC etc)
- Experienced in various Operating System (Windows 2000 Server, Windows XP, and Office Software (MS Word, MS Excel, PowerPoint, Open Office.org etc)

Programming Language :

- Pascal
- Visual Basic 6.0
- MySQL Server and MS SQL Server 2000
- Basic programming

Personal Characteristics

- ❑ Self-starter with the ability to be adaptable to change and meet deadlines
- ❑ Enthusiastic and energetic person with a mission and strong spirit to succeed
- ❑ Enjoy meeting people & cooperation in team work
- ❑ Honest, self-motivated, & hard worker.

Experiences

August 2010 – February 2014

Koordinator KPR in Bank Bukopin

Jobdesk : Mengkoordinir, menyusun strategi penjualan, memotivasi tim sales KPR Bukopin di wilayah Bekasi dan membuat laporan penjualan produk KPR Perumahan, bertanggung jawab menjalin kerjasama PKS dengan Developer di Bekasi

February 2014 – March 2015

DSM in Home Credit Indonesia

Jobdesk : Memimpin Tim Penjualan Divisi Sales leasing wilayah Jakarta Timur. Membuat strategi penjualan, monitoring penjualan Sales Agent dan memonitoring penjualan Partner (Toko), menjalin kerjasama dengan Pihak Partner (Toko).

April 2015 – May 2016

Area Sales Manager in MNC SkyVision

Jobdesk : Membuat strategi penjualan, memberikan motivasi kepada Marketing, memonitoring penjualan Dealer Area Sumatera untuk produk Indovision, okevision dan top tv membuat laporan penjualan harian, mingguan dan bulanan, melakukan kunjungan dinas ke Dealer di Sumatera, mengecek stock barang Dealer, mengecek expired PKS Dealer dan mencari Franchise exclusive partner di Pulau Sumatera.

May 2016 – April 2018

Sales Manager in PT. Permata Sakti Mandiri

Jobdesk : Memimpin tim divisi marketing properti, membawahi supervisor dan marketing. Membuat rencana kerja, menyuruh supervisor dan marketing membuat daily activity, monitoring penjualan supervisor dan marketing, melakukan evaluasi kerja tiap bulan. Melakukan jadwal kanvasing, event pameran, dan open table di mall.

April 2018 – Juni 2019

Head Corporate Sales in PT. Baladhika

Jobdesk : Memimpin tim divisi marketing Corporate properti project Apartemen Meikarta. Membuat rencana kerja, menyiapkan event gathering perusahaan tiap bulan, memberikan promo menarik bagi karyawan perusahaan corporate.

Juli 2019 – Juni 2021

Senior Sales and Marketing Manager in PT. ABC

Jobdesk : Memimpin Divisi Sales and Marketing property project perumahan Sanur Valley Serpong. Membuat promo marketing, membuat event Exhibition, digital media, corporate dan agency property. Monitoring penjualan sales tiap bulan, monitoring kinerja staff marketing media dan melakukan evaluasi kerja tiap bulan.