

PROFESSIONAL SKILLS

Relationship Management Business Management Business Development Project Management Sales and Marketing Market Research Market Analytic Negotiation

PERSONAL SKILLS

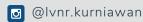
Reliable and professional Time management Creative sprint Team player Fast learner Leadership Organized Motivated

CONTACT

P: +62 813 3000 3298 E: ivanr.kurniawan@gmail.com

SOCIAL





IVAN RIZKI KURNIAWAN

Head Field of Claim and Recovery

ABOUT

I am a hard working person so that I will never give up on things and I believe that whenever I work hard and honest for the things I have to do, I will get the perfect result. I also good in analytical, teamwork, marketing communication, and interpersonal skill. I skilled on negotiation, marketing strategy and business management, and having experiences in the Insurance industry which focused on credit insurances, suretyship & general insurances, and I'm the person who passionate in the business management and digital industry.

WORK EXPERIENCE

Head Field of Claim and Recovery | Feb 2019 - Present Head Unit of Claim and Recovery | Feb 2018 - Feb 2019

PT. Asuransi Kredit Indonesia (persero)

- Analyze and check the non-performing projects (construction & non-construction) whether it is worth to be claimed (suretyship)
- Analyze customers of non-performing loans in banks whether it is worth to be claimed (credit insurance)
- Analyze all Requirements document before its acceptable to claimed (general insurances)
- Maintenance subrogation about the claims have been paid to get recoveries
- Build relationship (B2B & B2C)
- Sales and Marketing in corporate and government
- Analyze the market share received with claims that have been paid
- Lobbying customers to use our products
- Report to director technic about claim and subrogation
- Make a good relationship with our principals, agents, and partners
- Collect subrogation from the credits and projects which the claim have been paid
- Caretaker of underwriting.
- Risks Contact Person (Management Risk)

Marketing Officer

PT. Asuransi Kredit Indonesia (persero) | May 2016 - Feb 2018

- Make strategy plan conduct market research and analysis
- Analyze, measure and make a monthly report about market share.
- Approached the customers to use our products to achieve the target and contribute to assessing KPI's.
- Build relationship (B2B & B2C)
- Marketing and sales in corporate and government
- Make a good relationship and communication with customers and partners.
- Evaluated and make a report of Recovery data
- Plan and Organized event to get high engagement with the customers
- Analyze the effectiveness of revenue generated against the investment incurred.
- · Social media strategist
- Manage and budgeting digital media promotion

EDUCATION

BACHELOR OF AGRICULTURE, MAJOR AGRIBUSINESS (BUSINESS MANAGEMENT) University of Jenderal Soedirman | 2011 - 2015

The Factors which Affect The Preferences of Capital Citizen to Buy Fruits in Traditional Market and Fresh Market

GPA 3.50 of 4.0

LICENSES & CERTIFICATIONS

- CORPORATE CULTURE AND VALUES PEAK INDONESIA | Apr 2019
- ENTERPRISE RISKS MANAGEMENT
 - LEMBAGA PENGEMBANGAN PERBANKAN INDONESIA | Oct 2018
- SERVICE EXCELLENCE
 - THE JAKARTA CONSULTING GROUP I Oct 2017
- INTERPERSONAL SKILL
- THE JAKARTA CONSULTING GROUP | Aug 2016
- HUMAN RIGHT DEVELOPMENT AMBASSADOR
 AIESEC CAIRO UNIVERSITY, EGYPT I Sept 2014