



# 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 | Oct 2017
- INTERPERSONAL SKILL  
THE JAKARTA CONSULTING GROUP | Aug 2016
- HUMAN RIGHT DEVELOPMENT AMBASSADOR  
AIESEC CAIRO UNIVERSITY, EGYPT | Sept 2014

## 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

 [linkedin.com/in/ivanrizkik/](https://www.linkedin.com/in/ivanrizkik/)

 @lvnr.kurniawan