

# ARIFFANI

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**Communicative Person with 10 Years of Experience in Sales, Promotion and Distribution in FMCG and Pharmacy Industry.**

## SUMMARY

I have Marketing, Distribution and Sales experience. I am adept at analyzing, solving problem, and exercising critical thought. I am accustomed to using statistics to inform my decisions. I'm seeking for fresh chances to expand my potential and hone my skill in the farming, agricultural, factory labourer and cleaning care sector at Canada.

I have strong desire to grow personally and take on new tasks. Because i was raised in a rural area and wa born into a farming family. Canada is the ideal place for me. I'm incredibly enamored with Canada's landscape. The combination of mountains,lakes and the sea make Canada in my opinion like a paradise in the globe. I want to take in Canada's breathtaking scenery.

I've worked in the Sales,Promotion and Distribution industries, Although iam aware that my work experience won't be useful in Canada. I have also work two years in a row as a part time cleaning servise at my school. I also spent a few months working in contruction and two years working as a warehouse employee, i have worked as an online driver before.

I clean my home every day including sweeping the floor, cutting the grass, doing the laundry and doing the dishes. I'm up for any kind of menial work like that. I'm hoping to use my strength to improve the state of Canada.

## WORK EXPERIENCE

### **PT. ARITEK KARYA MANDIRI**

**Aug 2018 – Dec 2021**

#### **Project Medical Device Marketing**

- Solded medical gadgets to hospitals and public health organizations in south and central Kalimantan in order to meet the company's annual sales objective. 9 Billion and 21 Billion were achieved in the first and second years,respectively.
- Gived hospitals and government health offices the best guidance and input regarding the requirements for medical device.
- Ensuring that the goods are delivered to the intended location and gather sales receivables.

### **PT. MAYORA INDAH, Tbk.**

**Sept 2017 – Jun 2018**

#### **Area Sales Promotion Supervisor M1 CWC**

- Ensuring that the company meets its sales goals by engaging in sales support activities icluding attracting new clients, branding and promotional events.
- Directing the merchandising team, the canvas team, and the sales promotion girl team. The canvas team has four members, the SMD team has six, and the SPG team has two.
- Send superiors reports on my sales, promotionals efforts and competitor activity.

### **PT. PERKEBUNAN NUSANTARA VIII**

**Sept 2016 – Aug 2017**

#### **Territory Sales Supervisor**

- Ensuring that the company meets its sales goals by engaging in distribution of tea products in central Kalimantan.
- Raising the amount of clients to maximize the potential of the central Kalimantan region.
- Maintain the smooth operation of the product distribution process through efficient client recievables collection.

### **PT. ULTRAJAYA MILK INDUSTRY, Tbk.**

**Apr 2014 – Aug 2016**

#### **Area Sales Promotion Officer**

- Ensuring that the company meets its sales goals by distribution product and marketing efforts equally, such as through branding and promotional events. Just so you know, south and central Kalimantan's objective area cover value is 200 billions annually.
- Maintain positive communication with the salesman team and regional distributors, as well as assuring the product avaiability in distributor warehouse and the effecient distribution of distributor's account receivalbe. There are 14 sales representative in distributors.
- Develop the merchandiser and sales promotion girl team to complete promotional task such monitoring the availability of products at retail and modern market, branding at locaions and event preparation. 9 people make up each of the SPG and MD squads.

### **PT. ENSEVAL PUTERA MEGATRADING, Tbk**

**Aug 2010 – Mar 2014**

#### **Salesman Representative**

- Ensuring that the company meets its sales goals by distribution product and marketing efforts equally, like Avaibility Product.
- Ensuring the achievement of accounts recievable targets.
- Build good relationship with customers.

### **PT. SANGHYANG PERKASA (KALBE NUTRITIONALS)**

**Feb 2009 – Jul 2010**

#### **Team Leader SPG Additional, Field Promotion Executive**

- Ensuring that the company meets its sales goals by engaging in sales support activities icluding attracting new clients, branding and promotional events.
- Directing the merchandising team and the sales promotion girl team.

## EDUCATION

HIGH SCHOOL at SMK NEGERI 5 BANJARMASIN

**2002 - 2005**

## RELEVANT COURSES / TRAINING

- 2010 Service Excellent by PT.ENSEVAL PUTERA MENGATRADING,Tbk.
- 2011 Basic Salesmanship by PT.ENSEVAL PUTERA MEGATRADING,Tbk.
- 2015 Effective People by PT.ULTRAJAYA MILK INDUSTRY,Tbk.
- 2016 Personality Discovery by PT.ULTRAJAYA MILK INDUSTRY,Tbk.

## SOFT & HARD SKILL

- Communication
- Leadership
- Detail
- Reporting / Presentasion
- Adaptability
- Team work
- Selling
- Driving Car