

CURRICULUM VITAE



Ahmad Yani

Bogor, November 15th 1975 (45 years old)

Male

Married

Islam



Jl. Parung Blimbing Sentral RT 008
RW 03, Kel. Pancoran Mas, Kec.
Pancoran Mas Kota Depok 16431



+62 813 1547 2595 (available WA)



zaki14.ay@gmail.com



Jl. Menteng No.79, RT 006 RW 01, Kel.
Pndok Jaya, Kec. Cipayung, Kota Depok
16431

EDUCATIONAL BACKGROUND

UNIVERSITAS GUNADARMA (S-1)

(2004-2008)

Faculty : Economic and Business

Concern : Management

GPA : 2.70



COURSE AND ADDITIONAL EDUCATION

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| 2020 | Contract Knowledge Training, Legis Priori Law Firm, Jakarta |
| 2019 | Leadership Training "Winners never Quit, Quitter never Win", Sunny Group, Bandung
Wellhead Equipment Introduction Training, PT. Sunindo Pratama, Jakarta |
| 2018 | Training "Winners never Quit, Quitter never Win", Sunindo-Sunny Group, Bandung
Training Internal Audit ISO 9001 : 2015, Roberre & Association, Jakarta |
| 2017 | P2K3 and Environmental Training, PT. Sunindo Pratama |
| 2016 | HSE Basic Information Training, PT. Sunindo Pratama |
| 2013 | Training Awareness ISO and Quality Management System Based ISO 9001 : 2008, PT. PE
International Indonesia |
| 2012 | OCTG & Drilling Introduction Training, Ir. Soelasno Lasmono, M.Sc Institute, Jakarta |

QUALIFICATIONS

1. Sales-Marketing Skill: (Presentation, Sales Operation, Relationship Oil and Gas Production and Equipment Industrial)
2. English Communication:
 - Oral ★★★★★
 - Written ★★★★★
3. Computer Literate:
 - Ms. Word, Ms. Excel, Ms. Power Point, Ms. Visio, Outlook, Gmail, ERP/Skybiz System)
 - ★★★★★
4. Driving Car

WORKING EXPERIENCES



Nov 2012 – Present

	<p>Sales Marketing Senior</p> <p>PT. Sunindo Pratama</p> <p>Corporation for Equipment Oil- Gas Industries</p>
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Job Description:

- Advisor to develop customer connections with Marketing teams to develop new process, strategies business departments and projects for OCTG and Wellhead tender and qualification,
- Compile and control tender the offers to Oil and Gas company with CIVD,
- Make an analys bid document for submitting to Oil and Gas company tender,
- Participate to promote new products that will be developed, introduced, and offered to all oil and gas company,
- Understanding and knowing all the knowledge procedures in customer buying process and vendor supplying process in accordance with ISO 9001:2015, and Skybiz ERP System,
- Preparation of monthly plan for developing new product and reporting market situation, weekly to monthly report to the Marketing Manager / Board of Director.

Best Achievement

History of the company in developing good and superlative relationship in the manufacturing supplier and customer (Oil and Gas Company) until 8 years, and I am ever achieve within 1 years is able to research targets and market share with best the sales value of 15 million dollars in annual objective 2012.



Jan 2011 – Sep 2012

	<p>Sales Engineer Staff</p> <p>PT. Tianlee Createchindo</p> <p>Trading and Distributor Corporation for General Equipment</p>

Job Description:

- Conduct strategy for following up existing customers and hunting new lead customers for various industries (Automotive, Food and Beverages, Polymer Coating Chemicals, , Oil and Fats, Paint, Ceramic and all General manufacture)
- Conducting sales processes ranging from product introduction, price quotes, negotiating the price-quantity products and helper the closing orders.
- Project testing new products at the customer.
- Preparation of monthly plan for product inventory and ammount targets, and reporting sales ranging from daily, weekly to monthly report to the Chief Operational Officer / COO).
- The handling of customer complaints received by the customer if the product is problematic.

Best Achievement

During the first 1 year from January 2011 until December 2011, the company provided a challenge to achieve the target product of an average of 4.5 billion rupiah to 6 billion rupiah per month.



Aug 1997 – Dec 2010

	<p>Marketing Staff</p> <p>PT. Penta Adi Samudera</p> <p>Corporation for Equipment Oil- and Gas Industries</p>

Job Description:

- Determining, negotiating and agreeing on in-house quality procedures, standards and specifications bid documents,
- Sales and marketing business process and activities for setting customer service standards,
- Assessing customer requirements and ensuring that these are met,
- Investigating and setting standards for quality and health and safety equipment product,
- Ensuring that oil and gas processes comply with standards at both national and international level,
- Working with preparation of monthly plan for product inventory and ammount targets, and reporting sales ranging from daily, weekly to monthly report to the Marketing Supervisor and Manager.

Best Achievement

The first working in corporation for 1 year from August 1997 still achieve target, but down monetary problem in May 1998 in Indonesia and try to provide a challenge to achieve the target product of an average of 1 billion dollars until 6 billion dollars arrange 2 (two) second time in 1999-2000.