

JOHANSEN

Area Sales Manager | Sales & Business Development

Pontianak, West Kalimantan | 0853-3275-7678 | Johansen.exxso@gmail.com

Professional Summary

Area Sales Manager with 10+ years of experience in pharmaceutical and FMCG sales. Experienced in distributor management, territory development, team leadership, sales strategy, business development, market penetration, forecasting, and achieving sales targets across West Kalimantan.

Core Competencies

Sales Management • Distributor Management • Business Development • Territory Management • Team Leadership • Coaching • Sales Forecasting • Market Penetration • Key Account Management • Negotiation • CRM • Microsoft Office

Professional Experience

PT DKT Indonesia | Area Sales Manager (2022–Present)

- Lead sales team and distributor operations across West Kalimantan.
- Develop sales strategies to achieve monthly and annual targets.
- Expand distribution in hospitals, pharmacies, general trade, and modern trade.
- Coach and develop field sales representatives.
- Analyze sales performance and prepare management reports.

PT DKT Indonesia | Medical Sales Development (2021–2022)

- Managed product sales and distribution.
- Achieved sales targets.
- Developed hospital and pharmacy coverage.

PT Mitra Monas Sejahtera | Modern Trade Sales Representative (2019–2020)

- Managed modern trade accounts.
- Maintained customer relationships.
- Acquired new customers.

PT Tempo Scan | Ethical Sales Representative (2013–2018)

- Visited hospitals, clinics, and pharmacies.
- Promoted ethical products.
- Achieved territory sales targets.

Education

Widya Dharma Pontianak · Bachelor's Degree in Management (2012) (GPA 2,73)