



SEPTIAN BAYU NUGRAHA

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SUMMARY PROFILE

Food Technology graduate with cross-functional experience in Quality Control, Purchasing Support, Supply Chain Operations, Sales Development, and Marketing Analysis within the FMCG and retail industries. Experienced in quality audits, food safety compliance, supplier sourcing and coordination, procurement administration, purchase order processing, inventory monitoring, warehouse operations support, and documentation management to improve operational efficiency and product quality. Skilled in analyzing operational, market, and sales data to support business decisions, market research, supplier sourcing, product development support, product commercialization, category management, and commercial growth. Experienced in supplier negotiations, stakeholder management, customer relationship management, and collaborating with cross-functional teams to optimize procurement, supply chain, sales, and operational performance. Analytical, detail-oriented, and adaptable, with strong problem-solving and communication skills. Passionate about driving continuous improvement, optimizing business processes, supporting product development and commercialization, and delivering data-driven solutions that support product, commercial, procurement, and supply chain functions.

PROFESSIONAL WORK EXPERIENCE

PT. KHARISMA AROMA NUSANTARA – TANGERANG, INDONESIA

Sales Development Executive | December 2025 - Now

- Conducting market research to identify potential coffee shop clients and executed canvassing activities followed by consistent follow-ups to offer beverage powder products.
- Presented and explained beverage powder product offerings tailored to each coffee shop's needs while also handling purchase order creation for confirmed transactions.
- Monitoring sales activities and maintained customer satisfaction by gathering feedback through direct communication and surveys regarding product quality and experience.
- Identified and sourcing ingredients from suppliers to meet customers needs

PT. TASMA RITELINDO JAYA – BEKASI, INDONESIA

Marketing Staff & Admin | September 2024 - July 2025

- Conducted market research to identify strategic vending machine placements and developed partnership proposals for potential business collaborations.
- Managed cooperation agreements with external partners while ensuring all documentation and operational requirements were properly maintained and compliant.
- Analyzed sales performance data to evaluate effectiveness and optimize vending machine placement strategies for better business outcomes.

PT. ABC PRESIDENT INDONESIA – KARAWANG, INDONESIA

Quality Control Intern | 2024

- Monitored production processes and conducted in-process inspections to ensure compliance with manufacturing standards and quality specifications.
- Identified product defects and deviations while supporting the quality assurance team in maintaining product consistency and food safety compliance.
- Assisted production teams in improving operational efficiency and ensuring all manufacturing processes followed standardized procedures.

RAKAMIN ACADEMY & SCHOTERS – JAKARTA, INDONESIA

Project-Based Intern Copywriter | May - June 2024

- Developed social media content and campaign strategies aligned with brand objectives and target audience needs across digital platforms.
- Executed digital marketing campaigns to increase brand awareness and attract potential new users effectively through various channels.
- Created engaging copywriting materials and collaborated with team members to ensure campaign execution aligned with overall marketing goals.

PT. LANCAR WIGUNA SEJAHTERA (LAWSON INDONESIA) – TANGERANG, INDONESIA

Quality Control Specialist | July 2022 - July 2023

- Conducted quality audits across multiple retail stores to ensure compliance with food safety standards and operational procedures.
- Prepared detailed inspection reports and monitored corrective actions to improve store performance and maintain consistent service quality.
- Collaborated with operations teams to enhance food handling, storage practices, and support continuous improvement initiatives.

SAKANA INDO PRIMA PROCESSING (CV. SAKANA INDO PRIMA) – DEPOK, INDONESIA

QC & Logistic Intern | August - September 2019

- Evaluated product quality throughout the production process to ensure compliance with established standards and specifications.
- Conducted protein content analysis using the Kjeldahl method to support accurate and reliable product quality testing.
- Assisted in monitoring logistics processes and contributed to improvement analysis for better efficiency in production and distribution operations.

EDUCATION BACKGROUND

UNIVERSITAS PASUNDAN – BANDUNG, INDONESIA

*Bachelor Degree of Food Technology Graduated in 2021,
with GPA: 3.35/4.00 Thesis: Study of Caffeinated Beverage
Consumption (Published in LIPI/BRIN scientific journal)*

CERTIFICATIONS & TRAINING

- Basic Formula In Microsoft Excel (2026)
- Microsoft Excel & Data Fundamentals (2025)
- Copywriting - Rakamin Academy & Schoters (2024)
- Marketing Introduction - MySkills (2023)
- Halal Assurance System (HAS), ISO 22000, FSSC 22000, FSMS (2021)

CORE SKILLS & COMPETENCIES

- Experienced in **quality control and quality assurance (QA/QC) with strong knowledge of food safety compliance, including HACCP, ISO, and halal standards.**
- Capable of **negotiation and operational processes, supporting supply chain, procurement admin, vendor management, purchase order, data analysis and reporting, cost analysis, including documentation and ci**
- Skilled in **Marketing and sales analysis, teamwork, adaptability, communication, problem solving and strong analytical thinking to support business growth**

