

HELENA PANGARIBUAN

PHARMACIST PROFESSIONAL

- 20 August 1994
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PROFESSIONAL SUMMARY

A dedicated and results-driven Pharmacy professional with more than 12 years of experience in pharmaceutical industry across hospital, community pharmacy, and healthcare company. Proven track record in sales achievement, product presentation, and building strong relationships with healthcare professionals. Skilled in pharmaceutical knowledge, customer engagement, and achieving sales targets consistently above 100%.

PROFESSIONAL EXPERIENCE

- **STAF FARMASI | MRCCC**
2021 – 2026

- Provide pharmaceutical care and ensure the safety, quality, and availability of medications.
 - Manage inventory, procurement, and distribution of pharmaceutical products efficiently.
 - Collaborate with healthcare teams to optimize patient care and medication use.
 - Ensure compliance with hospital and regulatory standards.
- **MEDICAL REPRESENTATIVE | PT TAISHO PHARMACEUTICAL INDONESIA**
2019 – 2021

- Achieved sales target consistently above 100% during the entire period.
 - Conducted Regular Terrace Discussion (RTD) and product presentations monthly at hospitals and clinics.
 - Built and maintained strong relationships with healthcare professionals.
 - Delivered scientific product knowledge and updates to increase product awareness and utilization.
 - Products Handled:** Tempra, Kenacort Tablet, Kenacort Cream, Ezerra, Kenalog, Myco-Z, Theragran-M
 - Coverage Area:** East Jakarta & Central Jakarta
 - Doctors Covered:** Pediatricians, Dermatologists, Dentists, ENT Specialists, Internists, General Practitioners
- **STAF FARMASI | RS OMNI PULOMAS**
2014 – 2019

- Dispensed medications and provided drug information to patients and healthcare professionals.
 - Managed pharmaceutical inventory and ensured proper storage.
 - Assisted in clinical pharmacy services and medication counseling.
 - Ensured compliance with hospital pharmacy standards and regulations.
- **STAF FARMASI | APOTEK KAWI JAYA BSD**
2012 – 2014

- Dispensed prescription and over-the-counter medications.
 - Provided patient counseling on drug use and health.
 - Managed stock and ensured product availability.
 - Maintained accurate records and documentation.

CORE COMPETENCIES

- Pharmaceutical Knowledge
- Sales & Target Achievement
- Product Presentation
- Relationship Building
- Communication & Interpersonal Skills
- Territory Management
- Customer Engagement
- Negotiation
- Problem Solving
- Time Management
- Microsoft Office (Word, Excel, PowerPoint)

KEY ACHIEVEMENTS

- Consistently achieved sales target above 100% during tenure at PT Taisho Pharmaceutical Indonesia.

PROFESSIONAL SKILLS

- Pharmaceutical Care
- Drug Information
- Inventory Management
- Clinical Pharmacy Support
- Sales Planning & Execution
- Market & Competitor Analysis
- Presentation & Training

EDUCATION

Bachelor of Pharmacy (S.Farm)
Institut Sains dan Teknologi Al Kamal
Graduated in 2019

LANGUAGE

- Bahasa Indonesia (Native)
- English (Basic)