

Fajar Nuradha

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Profile

Experienced Sales Supervisor in the marine industry with a strong background in managing sales operations, developing client relationships, and delivering marine equipment and technical supply solutions. Proven ability to achieve sales targets, coordinate with suppliers, and support vessel operational needs efficiently.

Education

JENDERAL SOEDIRMAN UNIVERSITY, INDONESIA

September 2018-August 2022

Bachelor of Science (B.Sc) in Chemistry, graduated in 4 years with GPA 3.40 of 4.00. Involved in the Biochemistry Laboratory under Chemistry Department with research experience in urease enzyme and antifungal against *Candida albicans*.

BACHELOR THESIS

September 2021-April 2022

An extensive research done as a main requirement for a Bachelor of Science. Project title: *Extraction and Characterization of the Urease Enzyme from Mung Bean Seeds (Vigna radiata L.) and its Application as an Antifungal against Candida albicans*. Developed the urease enzyme from seeds to be applied as an antifungal and have high efficiency with the result that have great impact applications. Research was done very well and graded A (4 out of 4).

Work Experience

PT. ERCHEMINDO TEKNIK KARYA, INDONESIA

July 2024 - Present

Sales Executive

Working as a Sales Executive at Erchemindo Teknik Karya, Indonesia. I manage daily sales activities for marine equipment, spare parts, and ship supplies. Develop and maintain strong relationships with shipping companies, ship managers, and marine clients. Handle customers inquiries, prepare quotations, and follow up on sales opportunities. Coordinate with procurement and suppliers to ensure product availability and competitive pricing. Monitor sales performance and ensure achievement of monthly and annual sales targets. Negotiate pricing, delivery terms, and contracts with clients and vendors. Ensure timely delivery of marine equipment and ship stores according to client requirements. Prepare sales reports, forecasts, and market analysis for management review. Maintain customer satisfaction by providing responsive service and effective solutions.

PT. MERSIFARMA TIRMAKU MERCUSANA, INDONESIA

July 2023- July 2024

Quality Control Analyst

Working as a quality control analyst at Mersifarma TM, Indonesia. I analyze the levels of active drugs substances using titrimetry, UV-Vis Spectrophotometer, High Performance Liquid Chromatography (HPLC), and Ultra Performance Liquid Chromatography (UPLC). Carry out in vitro drug dissolution tests. Analyzing certain drugs based on physical parameters including pH, specific gravity, number of particles by Liquid Particle Counter (LPC), and viscosity. Create analysis reports. And report the result of the analysis and decide whether the drug is eligible for release or not.

PANTI ABDI DHARMA HOSPITAL, INDONESIA

December 2022-April 2023

Marketing

Working as a marketing. I promote hospital facilities to referring doctors and midwives. Visiting community health centers, clinics, referring doctors and midwives. Check blood glucose, uric acid and cholesterol.

JENDERAL SOEDIRMAN UNIVERSITY, INDONESIA

Researcher

Carry out antimicrobial tests against *Candida albicans*, *Aspergillus* sp, *S. Aureus* and *E. Coli*. Carry out protein hydrolysis.

JENDERAL SOEDIRMAN UNIVERSITY, INDONESIA

August 2022-Nov 2022

Term Assistant Lecturer in the Fundamental Chemistry Laboratory

Designed teaching materials, checked assignments of students, educated and assisted undergraduate students to learn Fundamental of Chemistry and coordinated with Dr. Undri, M.Si. as a lecturer in weekly meetings. Assisted more than 100 undergraduate students.

JENDERAL SOEDIRMAN UNIVERSITY, INDONESIA

August 2021-Nov 2022

Term Assistant Lecturer in the Biochemistry Laboratory

Designed teaching materials, checked assignments of students, educated and assisted undergraduate students to learn Biochemistry and coordinated with Mrs. Zufahair, M.Si. as a lecturer in weekly meetings. Assisted more than 200 undergraduate students

PDAM TIRTA GIRI NATA KOTA CIREBON, INDONESIA

Feb 2021- Feb 2021

Laboratory Analyst Intern

The responsibilities were to analyze the content of Coliform bacteria in water sample. Assigned to handle global projects during internship period.

Training & certification

Fourier Transform Infrared Spectroscopy (FTIR) Training

December 2023

A day training held by PT Mersifarma TM. Learned how to operate Fourier Transform Infrared Spectroscopy. Successfully completed the training by setting up the fourier transform infrared spectroscopy and analyzed samples using fourier transform infrared spectroscopy.

F. Nuradha

current Good Manufacturing Process (cGMP)

July 2023

A day training held by PT. Mersifarma TM. Learned current Good Manufacturing Process (cGMP), is the aspect of quality assurance that ensures that medicinal products are consistently produced and controlled to the quality standards appropriate to their intended use and as required by the product specification. Successfully completed the training by passed the examination and finished the study case with graded A.

ISO 9001:2015

April 2023

A day training held by Makin Ahli. Learned ISO 9001:2015, the international Standard for Quality Management.

ISO 22000:2018

April 2023

A day training held by Makin Ahli. Learned ISO 22000:2018, An effective food safety management system (FSMS) reinforces an organization's control on food safety hazards and ensures that its products are safe for consumption. Successfully completed the training by passed the examination and finished the study case with graded A.

Basic Life Support

December 2022

A day training held by Panti Abdi Dharma Hospital. In BLS learned generally refers to the type of care that first-responders, healthcare providers and public safety professionals provide to anyone who is experiencing cardiac arrest, respiratory distress or an obstructed airway. Successfully completed the training by passed the examination.

UV-Visible Spectrophotometry Training

September 2021

A day training held by Jenderal Soedirman University. Learned fundamental and how to operate UV-Visible spectrophotometry. Successfully completed the training by analyzed samples using UV-Visible spectrophotometry.

Health and Safety Environment Training

August 2020

A day training held by Jenderal Soedirman University. Learned how to create, maintain and manage a safe and healthy workplace, and develop professional skills in critical thinking. Successfully completed the training by passed the examination with graded A.

Skill

Hard Skill	:	High Performance Liquid Chromatography (HPLC), Ultra Performance Liquid Chromatography (UPLC), UV-Vis Spectrophotometer, Titrimetri, Liquid Particle Counter (LPC), Dissolution
Soft Skill	:	Team Work, Communication, Public Speaking, Negotiating, Leadership
Software Skill	:	Ms. Office (Word, Excel, Power Point), Design (Canva)

Leadership & Activities

KARANG TARUNA MUNTALARASA

January 2021-Present

Head of Education Departement

Organized and motivated organizers to keep the organization running properly, educating children through the literacy buddy program and reading corner.

DEWAN LEGISLATIVE MAHASISWA, INDONESIA

February 2021-December 2021

Head of 2nd Commision

Organized and motivated organizers to keep the organization running properly. Provided a national conference to educate Indonesian students about legislative knowledge.

BADAN EKSEKUTIF MAHASISWA UNSOED, INDONESIA

March 2019-February 2020

Staff of Talent

As a forum for arts and sports aspirations and holding activities related to arts and sports.

Achievements

Winner TVC Model Hunt (2024)

Top 15 Nok Kacung Kabupaten Cirebon (2021)

An selection of tourism ambassadors held by Departement of Culture, Youth Tourism and Sports, attended by more than 100 participans

3rd Place Chemistry Ambassador of Jenderal Soedirman University (2019-2021)

An annual award from Chemistry Department for students with high interest in environmental issues. Chosen as the ambassador from Chemistry Program, along with 16 students from different background.

Language

Indonesian: Native proficiency.

English: TOEFL (550).