



FERRY ALLEN

Bekasi City

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PROFESSIONAL SUMMARY

Bachelor of Pharmacy graduate with experience in logistics administration, medical sales, and pharmaceutical distribution. Strong interest in pharmaceutical industry and marketing, with proven ability in customer relationship management, product promotion, and inventory coordination. Highly motivated, adaptable, and committed to continuous learning and achieving optimal performance.

EDUCATION

University of Pancasila

Bachelor of Pharmacy

Aug 2016 – Oct 2020

GPA: 3.25 / 4.00

Additional Courses:

- LIA English Course – Intermediate 4
 - ILP English Course – Intermediate 2
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WORK EXPERIENCE

PT Hexpharm Jaya Laboratorium

Sales Representative

Jul 2024 – Present

- Manage and develop B2B customers (clinics and pharmacies)
 - Conduct market surveys to identify product needs and opportunities
 - Negotiate pricing, product placement, and promotional support
 - Expand product portfolio and replace competitor products
 - Build strong relationships with key decision-makers to increase product penetration
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Mersifarma*Medical Representative*

Oct 2023 – Jun 2024

- Planned and executed doctor visits based on specialization
 - Delivered product presentations and built relationships with healthcare professionals
 - Coordinated with hospital purchasing departments for product availability
 - Conducted sales analysis (Pareto) to prioritize high-impact visits
 - Prepared and managed promotional budgets
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PT Sapta Sari Tama*Logistics Administration*

Aug 2021 – Oct 2023

- Managed and verified purchase invoices from pharmacies and hospitals
 - Monitored drug delivery and ensured proper documentation
 - Coordinated stock relocation with warehouse and branch teams
 - Processed returns of near-expiry products (100+ cases worth > IDR 1 billion)
 - Handled quarantine and reporting of near-expiry inventory
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UNIVERSITY EXPERIENCE**Lecturer Assistant**

Aug 2020 – Jan 2021

- Assisted in research on ethyl cellulose nanoparticle synthesis

Laboratory Assistant – Solid Formulation Lab

- Supported practical sessions on solid dosage formulations
 - Responsible for ovule and suppository formulation processes
 - Conducted assessments and assisted in lab performance evaluation
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PROJECT & ORGANIZATION EXPERIENCE**Scientific Writing Competition – Equipment Coordinator**

- Managed procurement and inventory of event equipment

- Organized venue setup (layout, seating, materials)
 - Coordinated production of banners, certificates, and event materials
 - Handled logistics and permissions for campus facilities
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SKILLS

- Microsoft Office (Excel, Pivot Tables, Data Processing)
- Administration & Inventory Management
- Sales & Negotiation Skills
- Customer Relationship Management
- Pharmaceutical Knowledge (GMP, production, distribution)
- Problem Solving & Strategic Thinking
- Driving License: SIM A & SIM C