

CONTACT

YOGO TRI WAHYUDI

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OBJECTIVE

I seek challenging opportunities where I can fully use my skills for the success of the organization.

EXPERIENCE

2010 - 2011

- **Galenium Pharmaceutical**

Medical Representatif

Make regular visits to customers.

Promoting ethically and communicating on the basis of honesty and sincerity.

Build good relationships and relationships with customers.

Manage the cover area professionally so as to provide optimal results

Provide reports orally and in writing to superiors on a regular basis containing visit plans, results of visits, evaluation of visits, competitor activities, and sales generated.

Pharmacy survey to determine the pattern of doctor's prescription for their own products and competitors.

2011 - 2012

- **INMARK Pharmaceutical**

Medical Representatif

Make regular visits to customers.

Promoting ethically and communicating on the basis of honesty and sincerity.

Build good relationships and relationships with customers.

Manage the cover area professionally so as to provide optimal results

Provide reports orally and in writing to superiors on a regular basis containing visit plans, results of visits, evaluation of visits, competitor activities, and sales generated.

Pharmacy survey to determine the pattern of doctor's prescription for their own products and competitors.

2012 - 2016

- **Pharmalink**

Medical Representatif

Make regular visits to customers.

Promoting ethically and communicating on the basis of honesty and sincerity.

Build good relationships and relationships with customers.

Manage the cover area professionally so as to provide optimal results

Provide reports orally and in writing to superiors on a regular basis containing visit plans, results of visits, evaluation of visits, competitor activities, and sales generated.

Pharmacy survey to determine the pattern of doctor's prescription for their own products and competitors.

2016 - 2018

- **Pharmalink**

Area Sales Supervisor

Coordinating the sales team, in order to increase sales levels and whether sales are on target.

Assist the sales team and provide training in finding, serving and maintaining customers.

Help solve sales team problems and co-conduct or accompany sales team presentations if needed.

Create sales strategies and socialize to the sales team.

Provide sales reports to the sales team whether it is weekly, monthly or yearly.

Monitoring the activities of the sales team.

Monitoring sales and customer payments from the sales team.

Determine to give product discounts to the sales team with prior approval from the Marketing Manager or Marketing Director.

Disseminate and tell information about new sales to the sales team.

2018 - 2025

- **Zuelligpharma**
Senior Profesional Sales Representatif
As team coordinator.
Opening New Markets.
Conducting Product Introduction to Consumers.
Selling Products And Reaching Specified Sales Targets.
Maintaining Good Relationships with Consumers.
Assisting in the process of shipping and returning products that are returned.
Maintain the Company's reputation and good name.
District Sales Manager Maret 2025- sekarang

EDUCATION

2008

- **University Muhammad Semarang**
Public Health
2.7

2003

- **SMU Muhammadiyah Sragen**
IPA

SKILLS

- Leadership Target Orientation Selling Skill Team Work Coaching and Counseling
- Pivorable Microsoft Office

ACHIEVEMENTS & AWARDS

- Successfully entered the product formulary at RS PON Jakarta The best Medical Representatif 2015
The best leader hospital growth 2016
The best