

# Dwipa Bagja Pamungkas, Amd. AK

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 Bandung City

Results driven Sales & Marketing professional with experience in healthcare, medical laboratory services, and pharmaceutical industries. Proven track record in B2B sales, client acquisition, corporate partnership development, and business expansion. Experienced in managing key accounts, generating high value sales opportunities, and achieving revenue targets through consultative selling and strategic relationship management.

## Work Experience

### Sales & Marketing - Tirta Medical Centre (TMC)

Bandung | 2025 – 2026

- Developed new corporate clients, managed B2B relationships, conducted sales presentations and negotiations, prepared business proposals, and promoted Medical Check Up (MCU) and laboratory services to achieve sales targets.
- Managed a sales pipeline with a target
- Conducted an average of 20 client calls/day, 10 client visits/week, and 8+ proposals/week.
- Expanded the corporate client network across Bandung Raya.
- Results driven Sales & Marketing professional with experience in healthcare, medical laboratory services, and pharmaceutical industries.
- Proven track record in B2B sales, client acquisition, corporate partnership development, and business expansion.
- Experienced in managing key accounts, generating high value sales opportunities, and achieving revenue targets through consultative selling and strategic relationship management.

### Medical Representative – PT Bio Farma (Persero)

South Jakarta | 2022 – 2025

- Promoted and educated healthcare professionals about vaccines, resulting in a 30% product uptake increase over two years.
- Built strong relationships with doctors, midwives, and pharmacists, successfully acquiring 30 new hospital and clinic clients.
- Delivered more than 40 medical education sessions annually.
- Managed territory and CRM data input with consistent achievement of 95% quarterly targets.
- Maintained active engagement with over 106 healthcare facilities throughout the tenure.

### Team Leader – Klinik Griya Sehat

Bandung | 2021

- Coordinated clinic service teams, improving patient service efficiency by 25% within six months.
- Scheduled staff shifts and reduced patient waiting time by 30% through effective daily operations.
- Led team evaluations and coaching to improve patient satisfaction up to 85% based on internal surveys.

### Marketing – PT Kimia Farma Diagnostika

Cilegon | 2018 – 2019

- Promoted laboratory services to institutions and the public, increasing lab service clientele by 40% in one year.
- Established partnerships with 20+ organizations, expanding diagnostic outreach.
- Initiated field promotions that enhanced service awareness by 60% in target areas.

## Education

### Sekolah Tinggi Analis Bakti Asih

Associate Degree in Health Analyst (DIII) | 2012 – 2016 | GPA: 2.90

## Skills

- Soft Skill : Communication, Negotiation, Time Management, Problem Solving, Adaptability
- Hard Skill : Marketing Strategy, Territory Management, Medical Education, Market Analysis & Reporting
- Software Skill : Microsoft Office Suite, CRM Systems, Google Workspace, Online Presentation Tools

## Certification

- Microsoft Excel Computer Certification, 2017
- Professional Skills for Marketing & Sales Academy, 2019
- Sales Training Program with Bio Farma, 2024