

Nazar

📍 Kota Manado, Sulawesi Utara, Indonesia ✉ nazarpalamani94@gmail.com ☎ 082290578539 🌐 in/nazarpalamani

SUMMARY

Results-driven Branch Leader with over 8 years of progressive experience in business development, sales, and team management across the digital, e-commerce, telecommunications (ISP), and pharmaceutical industries. Proven track record in steering end-to-end branch operations, encompassing sales growth, financial management, and operational efficiency. Expert in driving market expansion, optimizing team performance, and strengthening local brand presence.

EXPERIENCE

Branch Leader

PT. SUPRA PRIMATAMA NUSANTARA

October 2023 - Present, Manado, Sulawesi Utara

- Manage branch day-to-day operation including sales, operation & Finance
- Responsible for sales target of Branch
- Report for submission to Regional Manager
- Responsible for branding, to improve the existence and reputation of branches and companies
- Promote and carry out a sales culture and build relationship with new and existing customers by identifying their needs and determining the appropriate product or service and providing tailored solutions to achieve revenue goals.
- Developed and implemented new operational workflows, optimizing resource allocation and improving branch efficiency.

Account Executive Supervisor

PT. GOTO INDONESIA

September 2021 - October 2023, Manado - Samarinda

- Manage Team & Area Cover
- Analyzed sales trends, provide market insights from mitra.
- Work closely with data to track and monitor merchants area
- Development of corporate strategy to increase sales
- Create initiative locally for campaign area
- Create concept for campaign (User base)
- Coached and developed a team of account executives, improving overall sales performance and customer engagement through targeted training programs.

City Partner Performance (Pic Area)

PT. TOKOPEDIA

August 2019 - April 2021, Manado - Makassar

- Manage team sales
- Manage relationship & communication with existing partner
- Analyzed sales trend, provide provide, market insights from sellers perspective, including including, understanding products & competitor dynamics
- Work closely with data to track and monitor seller's performance
- Direct reporting to regional head & update presentation weekly area.

- Campaign by analyzing marketing data, manage item selection and pricing and drive successful promotional campaigns to achieve sales targets.

Key Account Executive

PT. APLIKASI KARYA ANAK BANGSA

March 2019 – August 2019, Manado

- Manage relationship & communication with existing partner (Big Big merchant minimal transaction 50 Mio/Month)
- Analyzed sales trends, provide provide, market insights from a merchant perspective.
- Approach for join campaign local & National
- Upgrade Comfee sharing for merchant (Plus revenue company) and drive successful promotional campaigns to achieve sales targets.

Sales Representative

PT. Rajawali Nusinso

March 2018 – January 2019, Maluku Utara

- Making appointments with pharmacists, medical staff and doctors to sell medical products
- Conducting cold calls to medical professionals to pitch their medical products
- presenting new products in the industry to nurses, doctors and pharmacists in the medical retail industry
- building and maintaining good working relationships with medical professionals and their administrative staff
- conducting conferences for medical professionals to show the latest product trends in the medical industry
- managing budgets for events like conferences for medical professionals
- maintaining records and relationships with their contacts in the medical industry
- meeting monthly or yearly sales targets within the company's business plan

EDUCATION

Bachelor of Economics

Minor in Accounting • Universitas Sam Ratulangi • Manado, Sulawesi Utara • 2016 • 3.32

SKILLS

Sales Coaching & Mentoring

Branch Operations Management

P&L Management & Budgeting

Market Expansion & Penetration

Data Analysis & Performance Metrics

Business Development
