



Informasi pribadi

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Kemampuan

Territory Management

Presentations

Market Research

Customer Relations

Office 365

Bahasa

English

Bahasa Indonesia

Ari Sanjayawati

Senior Medical Representative



Ringkasan

Detail-oriented professional with 5+ years of experience in **pharmaceutical market**. Skilled in **marketing role**. Seeking to contribute to **team**

As a passionate and results-driven Senior Medical Representative, I am eager to join your esteemed team to leverage my expertise in building strong relationships with healthcare professionals and promoting innovative medical solutions. My commitment to excellence and my ability to communicate complex information effectively will contribute to your organization's success. I am excited about the opportunity to make a meaningful impact in the healthcare industry and drive positive outcomes for patients and providers alike.



Pengalaman Kerja

Medical Representative, PT EISAI INDONESIA, Kudus and surrounded area

Januari 2014 - Januari 2025

- Exceeded sales target by 30% through strategic territory management
- Developed strong relationships with healthcare professionals for product loyalty
- Conducted impactful presentations that increased product awareness by 30%
- Utilized market analysis to identify and capitalized on new opportunities
- Achieved top sales representative status for three consecutive quarters
- Implemented effective follow-up strategies, boosting client retention rates
- Collaborated with cross-functional team to enhance product offerings.
- Leveraged CRM tools to track sales progress and optimize outreach

- Consistently received positive feedback from clients enhancing brand reputation

Medical Representatives, PT FERRON, Semarang

Agustus 2011 - Juni 2012

Medical Representative, PT PHAROS INDONESIA, Kudus and surrounded area

Maret 2008 - Februari 2010



Pendidikan

Elementary School, SDN GEMAH 03 (39)

Juli 1991 - Juli 1997

Junior High School, SLTPN 09 SEMARANG (39,5)

Agustus 1997 - Juli 2000

Vocational High School, SMKN 2 SEMARANG (39)

Agustus 2000 - Juli 2003

Diploma, UNIVERSITAS DIPONEGORO SEMARANG (3,95)

Juli 2003 - Maret 2006



Kesukarelawanan

Donation Fundraiser Administration, FPP Indonesia

November 2024 - Sekarang



Kursus

Windows Operating Systems, Lab Course SMKN2 Semarang (Excellent)

Maret 2000 - Mei 2000

Tax Technician Management, Asosiasi Perpajakan Indonesia (Excellent)

Oktober 2025 - November 2025



Hobi

Reading , Drawing



Referensi

Referensi tersedia atas permintaan