

AGENG AJI MILENDI

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Profile Summary

A dedicated pharmacist with a strong interest in Product Management, Marketing Strategy, and Business Development. Possesses a proven leadership track record in steering end-to-end business projects, from conducting comprehensive market research and executing meticulous cost analyses to engaging in international B2B negotiations. Highly skilled in public speaking, persuasive product presentation, and cross-functional team leadership, ensuring clear communication across diverse stakeholders. Committed to seamlessly integrating technical pharmaceutical expertise with sharp commercial acumen to drive effective, data-driven marketing strategies, expand market reach, and sustainably support product lifecycle growth.

Education

Bachelor of Pharmacy

Jember University GPA 3.22/4 2019 - 2024

Certified Pharmacist Profession Degree

Jember University GPA 3.90/4 2024 - 2026

Core Competencies & Skills

- Product & Marketing Strategy:** Comprehensive Market Research, Marketing Plan Development, Competitive Product Positioning, Business Validation, and Minimum Viable Product (MVP) Design.
- Communication & Sales:** Public Speaking, Persuasive Product Presentation, B2B/B2C Communication, Needs-Based Upselling Techniques, and English Proficiency.
- Analytical & Business Acumen:** Pharmacoeconomics (Cost-Effectiveness Analysis), Business Planning, Financial Projections, and Data-Driven Strategy Formulation.
- Technical Pharmacy:** Clinical Data Evaluation, BPOM Regulations, CPOB (GMP), CPOTB, and Quality Control Workflows.

Experience

Retail Pharmacy Intern

Kimia Farma Pharmacy, Bondowoso
June – July 2025 (2 Months)

- Increased product sales through effective upselling, tailored health supplement recommendations, and consumer education.
- Developed a comprehensive business plan for a new pharmacy branch, including demographic market analysis and ROI financial projections.
- Managed the end-to-end prescription fulfillment process and executed pharmacy management tasks with strict regulatory compliance.

Industrial Pharmacy Intern

PT. Karya Pak Oles Tokcer (Traditional Medicine Industry)
April – May 2025 (2 Months)

- Spearheaded a new product development project within a cross-functional team by drafting detailed proposals and formulating comprehensive marketing plans for a functional herbal tea blend, based on in-depth herbal market needs analysis.
- Conducted rigorous production cost analysis and designed optimal product formulations to ensure market competitiveness without compromising quality.
- Analyzed production workflows and gained hands-on Quality Control (QC) experience by performing sampling and testing (organoleptic, pH, and microbiological analysis), ensuring strict compliance with Good Traditional Medicine Manufacturing Practices (CPOTB) and internal SOPs.

Medical Pharmacy Practice Intern

Dr. Soetomo General Academic Hospital, Surabaya
January – March 2025 (3 Months)

- Evaluated therapy efficacy and economic value by actively contributing to a Drug Utilization Study (DUS), analyzing three months of clinical data on patient demographics and dosing appropriateness.
- Conducted a comparative cost analysis of medication therapy against national health insurance (INA-CBGs) claims to identify uncovered costs and formulate strategic prescribing recommendations based on the National Formulary.

Warehouse & Logistic Intern

PT Enseval Putera Megatrading Tbk

October-November 2024 (1 Months)

- Assisted in complex supply chain operations, successfully implementing Good Distribution Practices (GDP) and Good Distribution Practices for Medical Devices (GDPMD) to maintain strict stock quality control.
 - Supported inventory management by organizing storage layouts and ensuring highly accurate, efficient product dispatch to meet fast-paced operational targets.
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Leadership, Projects & Training

Mentor Assistant

Sekolah Ekspor

February – June 2024 (5 Months)

- Facilitated intensive mentoring sessions and delivered training materials on international market strategies and global trade regulations, demonstrating strong knowledge-sharing and educational capabilities to adult learners.
- Guided SME students in developing viable export business plans, providing tailored direction on overcoming international trade barriers, and facilitated networking to expand industry collaboration.

Project CEO

Certified Independent Study: Be A Digital Exporter by Sekolah Ekspor

August – December 2023 (5 Months)

- Conducted comprehensive export market research, designed robust international marketing strategies, and executed promotional plans to elevate SME product readiness for Asian markets.
- Participated in high-stakes business trips to Malaysia and Singapore for direct product promotion, including delivering persuasive product presentations to international stakeholders at the Embassies.
- Managed critical technical export documents (including Certificates of Analysis and Phytosanitary certificates) to ensure seamless cross-border regulatory compliance and product legality.

Project CEO

Business Acumen Program by Tanoto Foundation & ANGIN

April – June 2023 (3 Months)

- Conducted comprehensive export market research, designed robust international marketing strategies, and executed promotional plans to elevate SME product readiness for Asian markets.
- Participated in high-stakes business trips to Malaysia and Singapore for direct product promotion, including delivering persuasive product presentations to international stakeholders at the Embassies.
- Managed critical technical export documents (including Certificates of Analysis and Phytosanitary certificates) to ensure seamless cross-border regulatory compliance and product legality.

Volunteer & Community Trainer

"Program Hibah Desa" by Jember University

September – December 2022 (4 months)

- Conducted comprehensive export market research, designed robust international marketing strategies, and executed promotional plans to elevate SME product readiness for Asian markets.
- Participated in high-stakes business trips to Malaysia and Singapore for direct product promotion, including delivering persuasive product presentations to international stakeholders at the Embassies.
- Managed critical technical export documents (including Certificates of Analysis and Phytosanitary certificates) to ensure seamless cross-border regulatory compliance and product legality.

Project CEO

Certified Independent Study: E-Commerce by Power Academy

February – June 2022 (5 Months)

- Designed a Minimum Viable Product (MVP) and comprehensive marketing plan through structured online market research and in-depth interviews with target consumers to rigorously validate core pain points and market demand.
 - Led a startup capstone project team in developing data-driven business strategies under the guidance of C-level mentors.
 - Awarded Best Team Leader out of 12 capstone project teams for exceptional cross-functional leadership, project execution, and strategic coordination.
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Achievement

The 2nd UDS International Conference on Health Sciences

University dr. Soebandi

July 2024

- Awarded as Best Oral Presenter among 40 participants.
- Presented research entitled "Systematic Review: Cost-Effectiveness Analysis of Artificial Intelligence in Cancer Management."