

MUHAMMAD ADRIL MAULANA

adrilmaulana16@gmail.com | [linkedin.com/in/muhammadadrilmaulana](https://www.linkedin.com/in/muhammadadrilmaulana) | (+62) 816-469-333-61

BACKGROUND

I am a Pharmacy graduate with professional experience in the national food and beverage (F&B) industry, specializing in raw material distribution and technical consultancy. Possesses a network and collaborative track record with customers, particularly within the Bandung region and its surrounding areas. Expert at bridging technical ingredient applications with R&D requirements to drive New Product Development (NPD) initiatives and achieve corporate sales growth targets.

WORK EXPERIENCE

PT. Kemiko Indonesia

Oct 2023 – Present

Technical Sales Food Staff

- Responsible for distributing and promoting raw materials to customers across the Food and Beverage (F&B) sector in Indonesia.
- Serve as a technical consultant providing recommendations on the latest trend market ingredient applications and formulation solutions to customer Research and Development (R&D) teams.
- Consistently achieving corporate sales targets through raw material distribution, strategic New Product Development (NPD) collaborations with customers, and proactive networking within the Food and Beverage (F&B) industry.

Universitas Islam Bandung Pharmacy Laboratory

Sep 2022 – Jun 2023

Laboratory Assistant

- Direct students to do the practicum.
- Guiding ± 15 students daily in the continuity of practicum and education in Forum Group Discussion (FGD) related to practical lecture material.
- Evaluating student performance results in practicum for one semester by inputting ± 180 student final grade data.

ORGANISATIONAL EXPERIENCE

Student Choir (PASUMA) Universitas Islam Bandung

Aug 2021 – Apr 2022

Logistics Manager

- Led 6 logistics staff in several annual events.
- Manage the monthly rental of musical instruments to tenants and handle weekly tasks for members.

Pharmacy Student Association of Universitas Islam Bandung

Sep 2020 – Aug 2021

Head of Networking

- Leading 7 board members as a forum for active student aspirations and bridging external organizations.
- Serves as a contact person (CP) who connects with external organizations.
- Collaborated with external regional coordinators in sending delegates to each tender and successfully brought ± 10 representatives as external administrators.

Earth Hour Bandung

Apr 2018 – May 2020

Program Subdivision Coordinator

- Collaborated with 4 external organizations and the Environmental Agency by working together for energy saving.
- Educate the public about energy saving and green environment awareness in various spaces.
- Produce an eco-friendly product formula in the form of biofuel of about 1-2 liters per year.

EDUCATION

Universitas Islam Bandung

Sep 2018 – Feb 2023

Pharmacy

Bachelor's degree with a GPA of 3.48 on a 4.00

CERTIFICATE

- **Participant** - Workshop PKM, "How to Successfully Secure Grant for Student Creativity Program." Faculty of Mathematics and Natural Sciences, Universitas Islam Bandung. **Aug 2021**
- **Participant** - Health Webinar with the theme, "Bisakah Vaksin Menyelesaikan Pandemi?", **Jan 2021** Faculty of Pharmacy, Universitas Surabaya.

AWARDS

Djarum Beasiswa Plus Scholarship

Sep 2020 – Dec 2021

Grantee

- Selected as one of 522 scholarship recipients out of 14,344 applicants with an acceptance rate of approximately 2.75%.
- Led 2 scholarship participants on one campus as a contact person to provide the latest scholarship information and successfully attracted ± 100 participants to register for the scholarship.

SKILLS

Hard Skill

- MS Office skills (Word, Excel, Powerpoint)
- Google Suite (Google doc)
- Technical Sales
- Food Ingredient Formulation
- Market Trend Analysis

Soft Skill

- Adaptability
- Professional Communication
- Critical Thinking
- Team Collaboration

