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Education

2013 - 2018

Pharmacy

University of Pancasila

2018 - 2019

Apothecary

University of Pancasila

Skill

NEGOSIASI



KOMUNIKASI



DATA ANALYSIS



KOLABORASI



Hobby

- Mini Soccer
- Swim
- Listen Music

Mustiko Aji Punto B.

Apothecary

I am a Apothecary graduated from University of Pancasila. I have worked 5 years more as a Business Development in the pharmaceutical industry. I have experience in pharmaceutical product analysis and development. I have also been a teaching assistant at the Faculty of Pharmacy in University of Pancasila. I also have an honest nature, hard worker, and like to learn new things.

Experience

○ **Mei 2025 - Sekarang**

PT. Inasentra Unisatya I Narogong, Kab. Bogor

Business Development Ast. Manager

- Identify and acquire new potential clients (brand owners) who want to manufacture health supplements/products through contract manufacturing.
- Act as an account manager for clients: maintain communication, build long-term relationships, and ensure client satisfaction.
- Coordinate with the RnD (Research and Development) team for product formulation according to client briefs.
- Work closely with the regulatory team to prepare BPOM and Halal registration requirements.
- Prepare quotations, contract agreements, and production schedules. Negotiate pricing, minimum order quantities, and terms with clients.

○ **Feb 2024 - Feb 2025**

PT. Metiska Farma I Kebayoran, Jakarta Selatan

Business Development Staff

- Propose new product ideas and conduct market analysis of each new product idea
- Conduct market surveys/seminars/work-related events to obtain information regarding the development of new products to be proposed.
- Conduct patent searches for new product ideas
- Developing Business Product Analysis before new product development proposals are presented to Marketing
- Search for toll out places for new products that cannot be developed and produced independently at MBF.

○ **Feb 2020 - Jan 2024**

PT. Mahakam Beta Farma I Kawasan Industri Pulogadung, Jakarta Timur

Business Development Staff

- Propose new product ideas and conduct market analysis of each new product idea
- Conduct market surveys/KOL visits and attend work-related seminars/events to obtain information related to the development of new products to be proposed.
- Do a patent search for any new product ideas
- Develop a Product Analysis Business before a new product development proposal is presented to Marketing
- Assist/support the Business Development team to search for overseas partner candidates for products that cannot be produced in-house in Indonesia.

○ **Feb 2019 - Feb 2020**

PT. Bernofarm I Jl. Suryopranoto, Petojo, Jakarta Pusat.

International Business Development Officer

- Coordinate with the Product development team to propose new products.
- Analyzing market data and coordinating with the marketing team in determining HNA and forecasts.
- Conduct a search for new principals from abroad for imported products.