

## EKO TJANDRAYANI SUTRISNO

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### Professional Summary

Results-driven operations professional with 12+ years of leadership experience and a proven record of exceeding sales targets while managing large teams and healthcare accounts.

### Key Achievements

- Lead 14 team members (4 Supervisors and 10 Medical Representatives) across East Java.
- Managed 800+ pharmacies, clinics, and hospitals.
- Achieved 130%+ sales target at PT Konimex.
- Achieved 140%+ sales target at PT Novell Pharmaceutical Laboratories.
- Recipient of National Best Growth Award 2025 (PT Konimex).
- National Best Performance Medical Representative 2017 (PT Kimia Farma).

### Professional Experience

#### PT Errita Farma (Pharmaniaga) – District Manager (2026 - Now)

- Lead regional sales operations and team performance.
- Managed 3 Senior team members
- Prepare reports, forecasts, business reviews, and operational coordination.
- Develop customer relationships and strategic growth initiatives.

#### PT KONIMEX – Area Sales Manager (2024–2026)

- Lead regional sales operations and team performance.
- Managed 14 team members
- Prepare reports, forecasts, business reviews, and operational coordination.
- Develop customer relationships and strategic growth initiatives.

#### PT Novell Pharmaceutical Laboratories – Area Sales Manager (2021–2024)

- Managed 7 team members.
- Handled monthly business of approximately IDR 650–700 million.
- Prepared operational and performance reports.

#### PT Hexpharm Jaya (Kalbe Group) – District Manager (2018–2021)

- Promoted from Account Specialist based on performance and leadership.

### **PT Pharmasolindo (Kimia Farma Group) – Medical Representatif (2013–2018)**

- Make new user for Antiretroviral Product in Malang, Kediri

### **Education**

Bachelor of Public Administration – Universitas Waskita Dharma

Pharmacy High School – IIK Bhakti Wiyata Kediri

### **Skills**

Leadership • Operations • Microsoft Excel • Google Workspace • Reporting • CRM • ChatGPT • Administrative Support

### **Languages**

Indonesian (Native)

English (Basic Working Proficiency)