



YITROMUSA JOSHUA YULULANO

Pharmacist – Focused on Product Executive



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Licensed Pharmacist with strong passion in **Product Management & Marketing**, graduated from Pharmacist Professional Program at Hasanuddin University and Bachelor of Pharmacy at Sam Ratulangi University (both accredited A). Equipped with **foundational experience** in **industrial pharmacy, product marketing, product development**, and **pharmacy management**. Possesses strong in pharmaceutical product knowledge, with a keen interest in marketing, market & competitor analysis, and project management. Demonstrates solid communication, negotiation, and presentation skills, developed through academic projects, student organizations, and social activity. Adept in **Microsoft Office** (Excel, Word, PowerPoint) and **analytical thinking**, with proficiency in **English** with **TOEFL ITP score of 587**. Known as organized and trustworthy person who learns quickly and thrives in both team work and independent environments. Currently seeking a full-time position as a **Product Executive** in the pharmaceutical industry.

EDUCATIONS

Pharmacist Professional Program (Apotachary) (2024-2025)

Hasanudin University (UNHAS) in Makassar (**Accredited A**) with **GPA 3.78/4.00**

- Experience in **Pharmacist Professional Work Program Internship** across **Industrial Pharmacy, Management Pharmacy** and **Clinical Pharmacy** field.

Bachelor of Pharmacy Program (2016-2020)

Sam Ratulangi University (UNSRAT) in Manado (**Accredited A**)

- **Cum Laude** and being **The Best Graduate of Mathematic and Natural Science Faculty**
- Academic Achievement Improvement Scholarship Recipients
- Participants in the Student Creativity Program (PKM) in the field of **Research** with the topic: Microbiology

Christian Vocational High School 1 Tomohon (**Accredited A**) (2013-2016)

- **1st** place in the **Applied Chemistry Science Olympiad (OSTN)** for North Sulawesi Province
- **1st** Runner-up of **National Applied Chemistry Science Olympiad (OSTN)** in Yogyakarta
- **Best graduate, ranked 1st** in **Ujian Nasional**

WORKING EXPERIENCES

PT. Multi Klin Nusantara (Juli - Agus 2024)

- Pharmacist Professional Work Program Internship in a Pharmaceutical Industry focused on Household Health Supplies and Cosmetics. Took part in activities across several departments: **Marketing**, R&D, and Production. In the R&D department, I supported the team by giving suggestions on raw materials and active ingredients, based on my academic knowledge of chemical compounds. I also helped search for reliable scientific journals to support ingredient selection for new product concepts.
- In Marketing department, I was involved in a **product development project** collaborated with R&D department to create **marketing video content** for new product launches, involving concept development, scripting, and collaboration with product and marketing teams to enhance public exposure and awareness of this new product. **I contributed to idea generation, video concept development, and also acted as the main talent.** Beside that, I also contributed ideas on how the product benefits could be communicated through social media, based on **market research that I did from current trends in society**. This helped the marketing team align product messages with customer interests.

- In Production departement, I learned the importance of documentation and procedures under regulation standards, which gave me a better understanding of how quality and compliance work in a industrial environment. This experience helped me see how product ideas are developed, evaluated, and prepared for market launch.

Siloam Hospital

(Okt – Nov 2024)

Pharmacist Proffesional Work Program Internship in Siloam Hospital Makassar. In the Clinical Pharmacy departement, I gained insights into what patients and healthcare professionals expect from a product, such as ease of use, clear labeling, and effective results. I learned to communicate with other heathcare professionals. I also doing **clinical case analysis & presentation**.

PT. Kimia Farma Apotek

(Maret 2024)

Pharmacist Proffesional Work Program Internship in Kimia Farma Maros 1 Pharmacy. During my internship as a Pharmacist, I participated in a structured training program focused on **understanding pharmacy operations from a business perspective**. Throughout the program, I practiced using several analytical tools commonly applied in pharmacy management, including: **Conducting SWOT analyses** as part of simulated business planning exercises. Practicing **HPP, ROI, ROE, and other basic financial calculations** to understand fundamental profitability and performance metrics. **Creating Pareto Charts** using training datasets to simulate product prioritization based on sales contribution. Learning the basic workflow of pharmacy operations, including inventory considerations and financial decision-making processes.

PT. Pharma Indo Sukses

(Apr - Mei 2024)

Pharmacist Proffesional Work Program Internship in a pharmaceutical distribution company (PBF), focused on product quality, regulatory compliance, and distribution flow. I was responsible for checking document accuracy, monitoring storage conditions, and ensuring product traceability. This experience helped me understand how distribution systems impact product availability, customer trust, and brand reputation.

JnR Farma Pharmacy Tomohon

(Maret 2022 - Maret 2023)

Work as Registered Pharmacy Technician (TTK). Serving customers, receiving prescriptions, reading prescriptions, screening prescriptions, dispensing drugs, providing drug information, cashiers, stock taking, etc

Mind The Gap

(Feb 2022 - Juni 2022)

Chemistry Tutor. Teaching, **planning and organizing** study schedules and learning materials. Teaching based on **presentation using PPT format**. Having coordination with other teacher and Mind The Gap admin.

Rumah Sandar

(Agus 2021 - 2024)

Teaching variety of student (Math, English, Science). **Planning and organizing** study schedules and learning materials, Teaching based on **presentation using PPT format**. Having coordination with other teacher and Rumah Sandar admin.

PROJECT EXPERIENCES

1. **Product Development – PT Multi Klin Nusantara** : Created marketing video content for new product launches, involving concept development, scripting, and collaboration with product and marketing teams.
2. **Strategic Business Planning: X-Fol (Conceptual Venture) - Beranda Brand** : Developed an end-to-end strategic business plan for a conceptual men's skincare brand, demonstrating entrepreneurial initiative from ideation and market analysis to the formulation of targeted go-to-market strategies.
3. **Business Case Analysis and Implementation Strategy - PT Enthalphy Environergy Consulting** - Conducted strategic business case analysis for a simulated company diagnosing root causes and formulating data-driven solutions through a comprehensive implementation roadmap and executive presentation.
4. **Product & Sales Execution – Business Project, UNSRAT**: Planned, produced, and sold homemade cakes at a faculty event. Managed pricing, packaging, branding, and direct customer interaction to generate real-time feedback.
5. **Natural Antimicrobial Research Project – Kemenristekdikti (PKM-PE)**
6. **Clinical Case Analysis & Presentation – Siloam Hospitals**
7. **Drug Use Evaluation Reasearch Project – Bhayangkara Hospital, UNSRAT**
8. **Community Development Program – KKT Tateli 2, UNSRAT**
9. **Health Education in Pandemic Campaign – Covid-19 Volunteer, KEMENDIKBUD**:

SKILLS

- **Pharmaceutical Product Knowledge & Clinical Understanding**
- **Market and Competitor Analysis**
- **Presentation Skills**
- **Communication & Team Collaboration**
- **Data Interpretation**
- **Project Management**
- **Go-to-market strategy (Basic)**
- **Leadership & Interpersonal Skills**
- **Negotiation Skills**
- **Scientific Literacy**
- **Systematic and Analytical Thinking**
- **Problem Solving**
- **Pharmacy Regulation Understanding (CPOB, CPKB, CPOTB)**
- **Microsoft Office (Word, PPT, Excel)**
- **Google Workplace (Doc, Slide, Spreadsheet)**
- **English (Active and Passive)**

TRAINING & CERTIFICATION

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| 1. Product Management by MySkill | Dec 2025 |
| 2. Business Development by MySkill | Dec 2025 |
| 3. Project Management Course by Cursa | Okt 2025 |
| 4. Business Strategy by Cursa | Okt 2025 |
| 5. Sales Training by Cursa | Okt 2025 |
| 6. Inclusive Marketing by Future Skills | Okt 2025 |
| 7. Digital Marketing Strategy by MySkill | Juli 2025 |
| 8. Pharmaceutical Product Development by Pharma Lesson | Okt 2025 |
| 9. Data Management System Strategy by Future Skills | Okt 2025 |
| 10. Laporan Keuangan by DiklatKerja | Okt 2025 |
| 11. Cara Pembuatan Obat Yang Baik (CPOB) by Makin Ahli | Juni 2025 |
| 12. Latihan Kepemimpinan Manajemen Mahasiswa Farmasi by HIMAFAR UNSRAT | Apr 2017 |
| 13. Microsoft Office (Word, Excel, Power Point) by FMIPA UNSRAT | Dec 2016 |

LANGUAGE

1. **English (TOEFL ITP Score 587, officially certified by ETS)**
2. Bahasa Indonesia (Mother Language)
3. Japanese (Basic)

ORGANIZATION ACTIVITIES

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| Non-Thematic Member of KKT 121 Tateli 2 Post | 2019 |
| Member of Badan Kerohanian Kristen (BKK) Faculty of Mathematics and Natural Sciences (FMIPA) UNSRAT | 2016-2020 |
| - Organizing comitee member of BRMK FMIPA Christian Student Orientation Program | |
| Member of the Pharmacy Student Association (HIMAFAR) UNSRAT | 2016-2020 |
| - Organizing comitee member of Pharmacy Student Orientation Program | |
| - Organizing comitee member of Pharmacy Student Association Anniversary | |
| Member of the BEM Faculty of Mathematics and Natural Sciences UNSRAT | 2016 |
| Association of Exemplary Youth (RETEL) Rayon 1 Minahasa | 2015-now |
| Coordinator of Section 1 of OSIS SMK Kristen 1 Tomohon | 2015 |
| - Organizing comitee member of Christmas Celebration Worship | |
| - Organizing Worhsip School Schedule for one year | |
| Member of Section 1 of OSIS SMK Kristen 1 Tomohon | 2014 |
| Member of Section 1 of OSIS SMP Kristen Sonder | 2012 |