

ASYIPA NURHASANAH

Kebayoran Lama, Jakarta Selatan
0851-6373-8121
syfnhasanah12@gmail.com

Dear Hiring Manager Team,

Greetings.

Let me introduce myself. My name is Asyipa Nurhasanah, a Bachelor of Pharmacy graduate with over 3 years of professional experience in procurement and purchasing, primarily within the pharmaceutical retail and distribution industry.

In my current role as Category Buyer OTC Product at Apotek Alpro Indonesia (PT APD Pharma), I manage end-to-end procurement processes, including product sourcing, distributor selection, and purchase order execution. I am responsible for negotiating pricing, discounts, and commercial terms to optimize cost efficiency and margins. Additionally, I develop and maintain strong relationships with distributors, ensuring service level agreements (SLA) are met and product availability is consistently maintained. I also lead inventory planning and stock holding strategies to minimize risks such as stockouts or overstock, while collaborating closely with internal teams on promotional planning and procurement alignment.

Previously, I worked as a Procurement Officer at Wellings Indonesia PBF (PT Erajaya Swasembada Group), where I was involved in developing purchasing strategies, negotiating supplier contracts, and monitoring supplier performance related to quality, delivery, and service. I also contributed to the implementation of procurement policies and conducted regular inventory audits to ensure accuracy and compliance, helping prevent discrepancies such as stock shortages or expired products.

These experiences have strengthened my capabilities in supplier negotiation, cost optimization, inventory management, and cross-functional collaboration. With a strong foundation in pharmacy and a keen interest in supply chain and product management, I am confident in my ability to contribute effectively to your team.

Thank you for your time and consideration. I would welcome the opportunity to further discuss how my experience aligns with your needs.

Best regards,
Asyipa Nurhasanah

ASYIPA NURHASANAH

0822-9866-3267 · syfnhasanah12@gmail.com
Kebayoran Lama - Jakarta Selatan



BACHELOR IN PHARMACY

Results-driven professional with solid experience in pharmaceutical procurement across retail, distribution, and brand environments. Skilled in product sourcing, supplier negotiation, and cost optimization while ensuring quality and availability. Strong interest in supply chain and product management, with a proactive approach to learning and adapting to new challenges. Proven ability to identify opportunities, manage vendor relationships, and support efficient business operations.

EDUCATION

Bachelor of Pharmacy - University of Pancasila

KEY COMPETENCIES

- Adaptability and Continuous Learning
- Strategic Negotiation
- Time Management and Prioritization
- Product Sourcing and Procurement
- Vendor and Brand Management
- English Proficiency
- Problem Solving and Critical Thinking
- Advanced Excel and Analytical Skills
- ERP Systems: SAP, Xilnex, ACMM Web-Based ERP, Accurate

WORK EXPERIENCES

HQ Apotek Alpro Indonesia (PT APD PHARMA)/ Category Buyer OTC Product (08/2025 – Now))

- Manage end-to-end procurement processes, including product sourcing, distributor selection, and purchase order execution
- Negotiate pricing, discounts, and commercial terms to optimize cost efficiency and margins
- Develop and maintain distributor relationships, including service level agreements (SLA) and performance management
- Lead inventory planning and stock holding strategies to ensure product availability and minimize stock risks
- Collaborate on promotional planning, negotiate trade support, and align procurement strategies with business objectives

Wellings Indonesia PBF (PT Erajaya Swasembada grup)/Procurement Officer (03/2023 – 08/2025))

- Develop and implement purchasing strategies to ensure timely and cost-effective procurement of goods and services.
- Collaborate with suppliers to negotiate contracts, terms, and pricing.
- Monitor supplier performance and resolve issues related to quality, delivery, and service.
- Work closely with internal stakeholders to understand their needs and requirements.
- Develop and implement purchasing policies and procedures to ensure compliance with regulations.
- Manage and perform regular inventory audits to ensure accurate stock counts, preventing discrepancies that could lead to stockouts or expired product issues.

Universitas Pancasila/ laboratory teaching assistant (03/2018 – 07/2018 & 09/2022 – 01/2023)

- Assisted students in laboratory experiments and provided guidance and support
- Developed students laboratory skills and techniques through instruction and troubleshooting
- Gained experience in organization and time management
- Developed teamwork and collaboration skills.

PROJECT EXPERIENCED IN PROCUREMENT

Master Data Project

- A part of data entry and validation for a master data project aimed at enhancing retail business systems.
- Performed thorough checks and input of data, ensuring accuracy for improved system performance and business operations.

Return Aging and Damaged Products

- Managed and coordinated the process of handling and returning aging and damaged products.
- Collaborated with suppliers and distributors to ensure timely returns and proper documentation, minimizing operational disruptions.

SLA (Service Level Agreement) with Distributors

- Monitored and ensured compliance with SLAs between the company and distributors.
- Worked closely with distributors to optimize delivery timelines, product availability, and customer satisfaction.

Stock Opname (Inventory Stocktaking)

- Conducted regular stock opname to ensure inventory levels were accurate.
- Collaborated with cross-functional teams to reconcile stock records and resolve discrepancies, improving inventory management efficiency.



Nomor Ijazah : 482012023000028

UNIVERSITAS PANCASILA

Terakreditasi " Unggul "

No.66/SK/BAN-PT/Ak.KP/PT/I/2023

Menyatakan bahwa

Nama Lengkap : **Asyipa Nurhasanah**
Nomor Pokok Mahasiswa : 2016210031
Nomor Induk Kependudukan : 3201135202980004
Tempat, Tanggal Lahir : Bogor, 12 Februari 1998
telah menyelesaikan dengan baik serta memenuhi persyaratan Pendidikan Akademik Program Sarjana pada
Fakultas : FARMASI
Program Studi : FARMASI
Akreditasi : " A ", No. 0356/LAM-PTKes/Akr/Sar/V/2018
kepadanya diberikan gelar : **Sarjana Farmasi (S.Farm.)**
beserta segala hak dan kewajiban yang melekat pada gelar tersebut berdasarkan Sidang Yudisium
pada tanggal 13 Februari 2023.

DEKAN,

Prof. Dr. apt. Syamsudin, M.Blomed.



Jakarta, 14 Maret 2023

REKTOR,

Prof. Dr. Edie Toet Hendratno, S.H., M.Si., FCBArb.