

apt. Maria Angelina Djohan, S. Farm.

Pharmacist

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Bintaro, Tangerang Selatan, Indonesia

PROFILE

Licensed pharmacist with experience in product development, product management and business development. Skilled in managing product development from concept to launch. Proven ability to analyze market trends, forecast potential products in the market, create and execute effective promotional strategies. Have experience in cross-functional collaboration with other divisions, such as R&D, supply chain, procurement, regulatory, product manager and sales teams.

PROFESSIONAL EXPERIENCE

PT. Dixa Medica, Tangerang Selatan **Aug 2023 – Present**

Corporate Product Development

- Prepare product presentations include new and existing product
- Update product information and disseminate strategies, selling points, and product materials to branch teams according to company needs and developments
- Monitor branch team performance to determine product presentations effectiveness
- Coordinate with Product Manager, Sales, Marketing and branch teams
- Prepare activity evaluation reports and recommendations for branch team development
- Measure and evaluate the performance of sales team

PT. Biotek Farmasi Indonesia, Jakarta **May – Aug 2023**

Product Management

Analyze market trends, forecast potential products in the market, create and execute effective promotional strategies, conducting scientific literature reviews and conducting product presentations to doctors and sales team

PT. Medion Farma Jaya, Bandung **Mar 2021 – May 2023**

New Product Development

- Perform research and development of new products starting from analyze market trends, literature studies for unique, formulations, trials to produce finished products
 - Coordinate with R&D, production, PPIC, procurement, sales, and marketing teams
 - Prepare presentations related to the development of new drugs and conducting product knowledge to the sales team together with Product Manager
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LECTURE ASSISTANT EXPERIENCE

Sanata Dharma University **Aug – Dec 2019**
Basic Chemistry

Sanata Dharma University **Feb – Jun 2019**
Organic Chemistry

Sanata Dharma University
Analysis Chemistry

Aug – Dec 2018

Sanata Dharma University
Pharmaceutical Botany

Aug – Dec 2018

EDUCATION

Sanata Dharma University
Apoteker (Professional Pharmacist) GPA 3.97

Feb 2020 – Feb 2021

Sanata Dharma University
Bachelor of Pharmacy GPA 3.78

Aug 2016 – Jan 2020

ACHIEVEMENT

PT. Dexa Medica **2024**
Best Employee
Capable of managing product presentations and efficient collaboration with relevant departments

PT. Medion Farma Jaya **2022**
Best Employee
Capable of managing launch products on schedule through proactive communication and efficient collaboration with relevant departments

Sanata Dharma University **2019**
Quarter Finalist of Clinical Pharmacy Skill Event (CPSE)
An interactive, competition-based, or educational workshop designed for pharmacy students and professionals to enhance clinical knowledge, patient assessment skills, and therapeutic decision-making

Sanata Dharma University **2017**
First Winner of Essay Competition
An organized contest where participants write and submit essays on specific topics to be judged based on creativity, critical thinking, research, and writing style

SKILLS AND ABILITIES

- **Technical Skills:** Market research, Competitor analysis, Forecasting and potential analysis, Pharmaceutical Product Development, and Presentation
- **Soft Skills:** Analytical thinking, Flexible and adaptable, Team leadership, Initiative, Innovative, Strong communication and collaboration skills
- **Software Skills:** Microsoft Office (Word, Excel, Presentation)
- **Language:** English, Bahasa Indonesia.