



Ayu Marliana Agustine

East Jakarta, Indonesia • ayumarliana4@gmail.com • (+62) 821-1272-4172 • www.linkedin.com/in/ayumarliana

SUMMARY

High-achieving Apothecary (GPA 3.87) with specialized experience in Pharmaceutical Business Development and Regulatory Affairs. Proven track record in managing drug registration, ensuring compliance with BPOM regulations during internship at PT Meprofarm. As fresh graduate, who is a beauty enthusiast with a proven track record as a Brand Ambassador for leading skincare brands, has a strong background in the beauty and skincare industry. Skilled in market research, NPD ideation, and regulatory compliance (BPOM/CPKB), dedicated to delivering innovative, high-quality beauty products for company growth.

EXPERIENCE

PT May Sun Yvan

Jakarta, Indonesia

Skintific Brand Ambassador (Freelance)

February 2026

- Achieved IDR 1M+ sales/ shift by leveraging pharmaceutical expertise to provide evidence-based product and clinical education.
- Enhanced brand credibility and drove sales conversions by educating consumers about active ingredients, bridging the gap between R&D concepts and consumer needs.

Paragon Technology and Innovation

Jakarta, Indonesia

Emina Brand Ambassador & Make-Up Artist (Freelance)

November - December 2025

- Delivered expert consultations and personalised recommendations to 20+ clients daily, achieved sales targets IDR 200M team sales milestone within a high-pressure event, demonstrating strong interpersonal communication and a result-oriented mindset in field operations
- Enhanced brand experience by leveraging deep knowledge of cosmetic and skincare ingredients to provide professional skin-type analysis and data-driven product education.

Apotek Atmajaya

Jakarta, Indonesia

Pharmacist Apothecary Intern

October 2025

- Optimized pharmaceutical inventory by calculating RKO (Requirement Plan) and ROP (Re-order Point) based on lead times and turnover trends.
- Proficient in managing digital licensing and reporting workflows via SIPNAP, SIMONA, and OSS systems in full compliance with PMK No. 14/2021 and pharmaceutical standards.
- Managed high-complexity prescription fulfilment and standardised inventory organisation, including High-Alert, LASA, and Narcotic/Psychotropic classifications to prevent medication errors.

PT Enseval Putera Megatrading

Jakarta, Indonesia

Pharmacist Distribution Intern

July 2025

- Ensured high-quality pharmaceutical and medical device handling by facilitating workflows in strict accordance with CDOB (GDP) and CDAKB standards.
- Specialised in the logistics and shipment preparation of vaccine products, maintaining rigorous Cold Chain Management (CCM) and safety protocols.
- Managed comprehensive distribution cycles, including purchase order (SP) verification, invoicing, and Goods Returned (TTRB) processing with high accuracy.
- Optimised warehouse operations by conducting physical goods verification against orders to ensure consistency and operational efficiency during distribution.

PT Meprofarm

Bandung, Indonesia

Pharmacist Intern in Business Development and Research & Development

May 2025 - June 2025

- Successfully complete data for new product development (NPD) by analysing 8 international research journals to support pharmacovigilance data completion.
- Contributed to the ideation of NPD by conducting extensive market research across ecommerce, health and beauty magazines, social media trends, and assisted interviews with Key Opinion Leaders (KOL).

- Proficient in makeup and cosmetic formulation, texture innovation, and ensuring compliance with CPKB (cGMP) standards.
- Assisted in pharmaceutical registration workflows and ensured strict regulatory compliance in accordance with PerKB POM No. 24/2017.
- Assisted pilot-scale testing by performing 10% scale-up calculations and verified IPC calculations for new drug registration requirements.
- Optimised analytical methods for new drug candidates through cross-functional collaboration with Production and QC divisions during the method transfer process.
- Managed technical documentation for BPOM audits and ensured 100% compliance with Indonesian FDA standards (PerKB POM No. 24/2017).
- Ensured audit readiness by streamlining documentation workflows and managing batch records in accordance with CPOB (GMP), CPKB (cGMP), and BPOM regulatory standards.

EDUCATION

Pancasila University

Professional Degree, Apothecary.

South Jakarta, Indonesia

February 2025 - April 2026

Achievement :

- Completed the Pharmacist Professional Program within 1 year (2 semesters) with a GPA of 3.87/4.00. (Cum Laude)
- Passed UKOMNAS-PDPA and OSCE exceeding the national passing threshold.
- Appointed as a Representative Speaker for the Pharmacist cohort to deliver professional insights as an apothecary to educate on skincare ingredients and combinations at the Student Creativity Program (PKM).
- Appointed Representative Speaker for the Pharmacist cohort, presenting industrial best practices and strategic insights.

Relevant Coursework: Industrial Pharmacy, Cosmetic Formulation, and Pharmaceutical Management.

Ahmad Dahlan University

Bachelor's Degree, Pharmacy.

DI Yogyakarta, Indonesia

September 2020 - September 2024

Achievement :

- Completed Bachelor of Pharmacy within 4 years with a GPA of 3.45/4.00.
- Thesis: Evaluated solvent variations on the antioxidant activity of *Spatholobus littoralis* H. (Bajakah Tampala) using the FRAP method.
- Conducted qualitative research on MDR-TB adherence and performed method validation for fatty acid profiling via GC-MS.
- Presented research findings at UII and the 2nd International Conference on Chemical Science and Technology (USU).
- Engaged in UGM's Cosmetic Development Summer Course and international academic exchange with Showa University.
- Selected as the female student representative to support the Faculty of Pharmacy in achieving AUN-QA international accreditation.

SKILLS & INTERESTS

Language: Native in Bahasa Indonesia & Professional Working Proficiency in English (TOEFL : 520).

Technical: New Product Developments, Beauty Industry Business Development, Decorative Cosmetic Formulation, Texture Innovation, Makeup Cosmetic Formulation.

Regulatory & Compliance: CPKB (cGMP), CPOB (GMP), BPOM Registration, Technical Documentation.

Business Intelligence: Cost of Goods Sold (COGS) Calculation, Market Trend Analysis, Benchmarking, Ingredient Research.