



Paloma Blanca Elizabeth Sitompul, S. Farm.

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Pharmacist & Apothecary Student with a unique blend of pharmaceutical manufacturing (GMP/GDP) insights and exceptional leadership competencies. Proven track record in managing IDR 200M+ budgets, launching regional branding projects, and executing large-scale public health campaigns. Experienced in developing marketing strategies, executing branding initiatives, delivering scientific communication, and leading cross-functional projects. Passionate about transforming scientific knowledge into customer-focused product strategies through market analysis, stakeholder collaboration, and innovative campaign execution.

EDUCATION

AIRLANGGA UNIVERSITY – Surabaya, Indonesia

2021-2025

Bachelor, Pharmacy. GPA: 3.12/4.00

Pharmaceutical Marketing & Logistics Plan – Airlangga University | 2025

Developed an end-to-end strategic marketing plan for pharmaceutical products, securing a top-tier project evaluation score of 95/100.

Apothecary Professional Education

2025 – Present

Current GPA : 3.43/4.00

PUBLIC HIGH SCHOOL 2 – Bekasi, Indonesia

2018 – 2021

School Diploma, Science

Joined student council for 2nd Period ;

Active in academic competitions specially for Biology.

WORK EXPERIENCE

RSUD Soewandhie – Surabaya, Indonesia (On site)

April – May 2026

1. Pharmacist Intern

- Rotated across ER, OR, Inpatient, Outpatient, Warehouse, Cytostatic room, and CSSD.
- Provided drug information services to 100–150 patients and healthcare professionals daily, strengthening communication skills and translating clinical information into practical recommendations.
- Delivered health education and product-related presentations to audiences of up to 100 participants, translating scientific information, promoting Beyond Use Date on medicine.

Peneleh Community Health Centre – Surabaya, Indonesia (On site)

February – March 2026

1. Pharmacist Intern

- Provided drug information services to 150-200 patients and healthcare professionals daily, strengthening communication skills and translating clinical information into practical recommendations.
- Assisted in pharmaceutical inventory management, medication packing, and monthly stocktaking to maintain product availability and operational efficiency.
- Delivered health education sessions to 40+ community participants, promoting health

K-24 Pasar Pakis – Surabaya, Indonesia (On site)

December 2025 – January 2026

1. Pharmacist Intern

- Processed an average of 50 prescriptions per 8-hour shift, ensuring accurate medication dispensing and compliance with Good Pharmacy Practice (GPP) standards.
- Supported inventory management by receiving pharmaceutical products three times per week and conducting weekly FIFO/FEFO stock rotation to maintain product quality and minimize inventory losses.

- Acted as a product champion by developing and launching a new BUD labeling system, improving patient compliance and standardization.
- Designed and implemented a health promotion campaign on oral ulcers (stomatitis), one of the most common patient complaints, to improve customer education and increase awareness of appropriate treatment options.

PT. Teknologi Medika Pratama (SwipeRx Distributor Inc.) – Surabaya, Indonesia (On site)

1. Pharmacist Intern *December 2025*
 - Processed and verified Pharmaceutical Purchase Orders (PO) to ensure accurate pharmaceutical distribution and documentation.
 - Supported picking, packing, goods receiving, and unloading activities to maintain efficient warehouse operations.
 - Applied Good Distribution Practices (GDP) to support regulatory compliance, product quality, and supply chain operations.

PT. Harsen – Jakarta, Indonesia (On site)

1. R&D Analytical Development Pharmacist Intern *October – November 2025*
 - Performed 1–2 analytical tests daily on solid and liquid pharmaceutical dosage forms following established laboratory procedures to support product quality evaluation.
 - Acquired deep insights into CPOB/GMP, FARMAKOPE, and USP guidelines ensuring product quality standards are strictly aligned with product design blueprints. Completed comprehensive training on Good Manufacturing Practices (CPOB/GMP), including pharmaceutical quality systems, manufacturing processes, and the roles and responsibilities of the three key personnel in pharmaceutical manufacturing.
 - Collaborated with the Analytical Development team to support research and quality activities in accordance with pharmaceutical industry regulations.

PT Lentera Alam Nusantara – Surabaya, Indonesia (Remote)

1. Human Capital and Administration (Project Based) *March 2023 – June 2023*
 - Prepared and managed 200 administrative documents, including invitation letters, official correspondence, Letters of Acceptance (LoA), certificates, attendance records, and other organizational documents.
 - Supported recruitment activities by preparing documentation for candidate selection, onboarding, and post-onboarding processes.
 - Assisted in preparing one financial accountability report (LPJ) and maintaining organized administrative records to support daily operations.
2. Administration *December 2024 – October 2025*
 - Prepared and managed 50 official documents, including, official letters, invitations, and administrative correspondence for BRIN project. Processed 130 financial transactions and assisted in managing project funds exceeding IDR 200 million, ensuring accurate financial documentation and reporting.
 - Prepared five official travel expense reports (SPJ) and one final project accountability report (LPJ) in accordance with institutional regulations.
 - Supported administrative and financial operations for two national research projects, ensuring timely documentation and project coordination.

Rumah Sakit Khusus Infeksi Universitas Airlangga – Surabaya, Indonesia (On Site)

1. Assistance Pharmacy Intern *January – February 2024*
 - Prepared and dispensed 100+ pharmaceutical products daily for approximately 20 hospitalized patients, ensuring accurate medication preparation and efficient pharmacy operations.
 - Coordinated twice-daily medication distribution to inpatient wards, supporting product availability and timely pharmaceutical services.
 - Processed medication returns and maintained accurate pharmaceutical inventory records in accordance with hospital procedures.

AWARD

- **Presenter Scientific Poster in Asian Conference on Clinical Pharmacy**

Presenter

December 2025

Presented research findings on *Cost of Illness Diabetes Mellitus on Peneleh Health Center* at an international clinical pharmacy conference attended by healthcare professionals and researchers.

- **Official Delegate of Badan Eksekutif Mahasiswa (BEM) Universitas Airlangga on World Congress International Pharmaceutical Students' Federation (IPSF)**
Official Delegates July 2023
- **Science Week Program Kreativitas Mahasiswa (PKM) FF UNAIR**
1st place November 2021

ORGANISATION

Dewan Legislatif Mahasiswa Universitas Airlangga

1. Supervisory Commission Staff January – December 2023
 - Elected as a Student Legislative Council Member, receiving 47% of votes in 2023.
 - Served on the Supervisory Commission, monitoring the implementation of organizational programs and ensuring compliance with organizational regulations and governance standards.
2. Secretary of the Supervisory Commission January – December 2024
 - Elected as a Student Legislative Council Member, receiving 70% of votes in 2024.
 - Prepared meeting agendas, minutes, and official documentation and supported policy review, organizational accountability, and decision-making processes through effective communication with internal stakeholders.

Persekutuan Doa Pharma

1. Treasurer January – December 2023
 - Designed and implemented strategic fundraising initiatives, including business and merchandise sales, to generate additional revenue and address budget constraints.
 - Managed organizational finances despite a 388% increase in program budget requirements, while achieving a 10% increase in cash reserves through strategic budgeting and revenue optimization.

Badan Eksekutif Mahasiswa Universitas Airlangga

1. Staff of the National Directorate General of the Ministry of External Relations January – December 2022
 - Supervise 4 visit to *Non-Governmental Organisation* and innovate cooperation projects and once vice project officer
 - Contribute as an event organizer, moderator, master of ceremony visit Governmental Organisation, and some international visits, talkshow, or conferences total of 12 events.

VOLUNTEER

Social Project Mahasiswa Baru

1. *Secretary I* August- November 2021
 - Managed administrative documentation for six divisions and six community development teams, including 35 official correspondences, one project proposal, and one accountability report (LPJ), while coordinating documentation for five strategic meetings (3 hours each).
 - Coordinated event operations and curriculum planning to support community engagement and educational activities with 240 students from batch 2021.
 - Co-developed an innovative hybrid community development program implemented in five cities, expanding program reach and operational effectiveness with 300 participant.
2. *Steering Committee* August – December 2022
 - Supervise and help manage community development offline for four community development in 4 Junior High School in Surabaya with around 600 student.

Lembaga Pers Mahasiswa FARMAPOS

1. Staff of Reporter Division *January 2022 – January 2023*
 - Wrote and published Indonesian and English news articles covering academic events and student activities through FARMAPOS, the Faculty of Pharmacy website, and Universitas Airlangga's official website.
 - Supported FARMAPOS Visit as an Event Staff and Master of Ceremony (MC), coordinating event execution and stakeholder communication.

Kamp Pembinaan Iman Mahasiswa Baru

1. Secretary *June -September 2022*
 - Managed administrative documentation for six divisions and six community development teams, including 70 official correspondences, one project proposal, and one accountability report (LPJ), while coordinating documentation for monthly strategic meetings (3 hours each).
 - Coordinated communication with 15 faculty representatives and university administrative offices to support the documentation of 1,000+ new Christian students and facilitate the issuance of internship completion certificates.
2. Funding Supervisor *June – September 2023*
 - Supervised fundraising activities and co-developed strategic funding initiatives, increasing fundraising revenue by 289% compared to the previous period.

Family Gathering “Cakrawala Reborn 2023”

1. Project Officer *March 2022 – January 2023*
 - Led the planning and execution of an outbound program for 150 new pharmacy students, successfully reintroducing the faculty's first post-pandemic camping-based orientation.
 - Developed adaptive event strategies and contingency plans to address post-pandemic operational challenges, ensuring safe and successful program implementation.
 - Initiated the rebranding of the orientation program, overcoming negative perceptions and improving participant engagement through innovative activities and experience redesign.
2. Steering Committee *March 2023 – January 2024*
 - Supervised the planning and execution of the faculty orientation program, supporting participation growth from 150 to over 220 students (46% increase).

SKILL

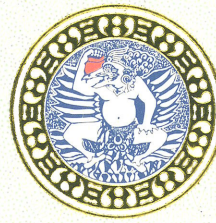
Marketing & Business : Market Analysis, Product Positioning, Marketing Strategy

Scientific : Pharmacology, Pharmaceutical Formulation, Drug Information, Evidence-based Literature Review

Project : Project Management, Stakeholder Management, Cross-functional Collaboration

Technical Skills : Canva, CapCut, Microsoft PowerPoint

Language : Indonesia, English



UNIVERSITAS AIRLANGGA

Terakreditasi Unggul/Accredited Excellent: SK BAN PT No. 1017/SK/BAN-PT/Ak.Ppj/PT/XI/2023

Kode Perguruan Tinggi/University code number: 001004

dengan ini menyatakan bahwa/*this is to certify that:*

Paloma Blanca Elizabeth Sitompul

Nomor Induk Mahasiswa *Student identification Number*: 052111133196

Nomor Induk Kependudukan/*National ID Number*: 3275054212030008

Lahir di: Pematang Siantar, 02 Desember 2003

born in: Pematang Siantar, 02 December 2003

telah menyelesaikan pendidikan dengan baik pada/*has satisfactorily completed the studies in the:*

PROGRAM SARJANA PROGRAM STUDI FARMASI (48201)

Bachelor Program in Pharmacy Study Program (48201)

FAKULTAS FARMASI

Faculty of Pharmacy

Tanggal Lulus/*Graduation date*: 29 Juli 2025

Kepadanya diberikan ijazah dan gelar/*has been awarded the certificate and degree of:*

SARJANA FARMASI (S.Farm.)

BACHELOR OF PHARMACY

beserta segala hak dan kewajiban yang melekat pada gelar tersebut

With all the rights and responsibilities appertaining thereunto

DEKAN/Dean

Prof. apt. Dewi Melani H., S.Si., M.Phil., Ph.D.

NIP 197802262002122001



Diterbitkan di Surabaya, 12 September 2025

Issued in

REKTOR/Rector

Prof. Dr. M. Madyan, S.E., M.Si., M.Fin.

NIP 197101041998021001

NIM / Registration Number : 052111133196

Nama / Name : Paloma Blanca Elizabeth Sitompul

Kode Code	Mata Kuliah / Subject	sks crd	Nilai Grade
KID111	Kimia Dasar Kefarmasian / <i>Basic Pharmaceutical Chemistry</i>	2	B
KID112	Kimia Dasar Kefarmasian (Praktikum) / <i>Basic Pharmaceutical Chemistry (Practical Work)</i>	1	A
KIF201	Kimia Fisik / <i>Physical Chemistry</i>	2	BC
KIF206	Kimia Fisik (Praktikum) / <i>Physical Chemistry (Practical Work)</i>	1	AB
KIM301	Kimia Medisinal / <i>Medicinal Chemistry</i>	2	C
KIM302	Kimia Medisinal (Praktikum) / <i>Medicinal Chemistry (Practical Work)</i>	1	B
KIO105	Kimia Organik Farmasi I / <i>Pharmaceutical Organic Chemistry I</i>	2	C
KIO207	Kimia Organik Farmasi II / <i>Pharmaceutical Organic Chemistry II</i>	2	BC
KIO208	Kimia Organik Preparatif / <i>Preparative Organic Chemistry</i>	2	B
KMU103	Komunikasi Kesehatan dan Layanan Dasar Kesehatan / <i>Health Communications and Basic Health Services</i>	2	A
MNM106	Komunikasi dan Pengembangan Diri / <i>Communication and Self Development</i>	2	A
KNF401	Kuliah Kerja Nyata (KKN-BBM) / <i>Fieldwork Application and Practices</i>	3	A

(**) MBKM

Keterangan / Description

Nilai Huruf / Value	A	AB	B	BC	C	D	E
Bobot / Quality	4	3.5	3	2.5	2	1	0

Kriteria Kelulusan / *Graduation Criteria*

IPK / GPA	Predikat / Predicate
< 2.76	Lulus / Graduate
2.76 - 3.00	Memuaskan / Satisfactory
3.01 - 4.00	Sangat Memuaskan / Fully Satisfactory
3.51 - 4.00	Dengan Pujian / With Honors / Cumlaude

Kode Code	Mata Kuliah / Subject	sks crd	Nilai Grade
PHP103	Logika dan Pemikiran Kritis / <i>Logic and Critical Thinking</i>	2	A
KKF401	Magang I / <i>Internship I</i>	2	A
MNS413	Manajemen Farmasi / <i>Pharmacy Management</i>	2	C
MNS414	Manajemen Farmasi (Tutorial) / <i>Pharmacy Management (Tutorials)</i>	2	C
FAI401	Manufaktur Kefarmasian / <i>Pharmaceutical Manufacture</i>	2	A
MNP311	Marketing dan Logistik Farmasi / <i>Pharmaceutical Marketing and Logistics</i>	2	AB
PNF481	Metodologi Penelitian Kuantitatif Kefarmasian / <i>Quantitative Research Methodology in Pharmaceutical Sciences</i>	2	AB
FAB313	Obat Tradisional dan Komplementer / <i>Traditional and Complementary Medicine</i>	2	AB
NOP103	Pancasila / <i>Five Principles of Indonesia</i>	2	A
MNM107	Pengantar Kolaborasi Keilmuan / <i>Introduction to Collaborative Science</i>	2	A
PNF4981	Proposal / <i>Research Proposal</i>	2	B
PNF4991	Skripsi / <i>Final Project</i>	6	A

Diterbitkan di Surabaya pada tanggal 12 September 2025

Published in Surabaya, 12 September 2025

Dekan / Dean,

Prof. apt. Dewi Melani H., S.Si., M.Phil., Ph.D.

NIP. 197802262002122001

Catatan : Predikat dengan pujian diberikan dengan memperhatikan masa studi maksimum 4 (Empat) tahun dan telah mengikuti kegiatan MBKM minimal 10 sks.

Note : Graduation predicate of With Honors is given by observing the maximum study period of 4 (Four) years and having participated in MBKM activities for a minimum of 10 credits



Certificate Of Appreciation

Awarded to

Paloma Blanca Elizabeth Sitompul

as

Poster Presenter

for your contribution in sharing knowledge on the presentation entitled

**Total Cost form Patients with Diabetic Mellitus at
Peneleh Primary Healthcare Center in Surabaya**

in the 24th Asian Conference on Clinical Pharmacy

“Beyond The Limit: Advancements and Innovation of Asian Clinical Pharmacy”

Bali - Indonesia, July 25-26, 2025

Helen Zhang

Prof. Helen Zhang

President of
Asian Conference
on Clinical Pharmacy



Prof. apt. Junaidi Khotib

**Prof. apt. Junaidi Khotib,
S.Si., M.Kes., PhD**

Dean of Faculty of Pharmacy
Universitas Airlangga



Dr. apt. Yunita Nita

**Dr. apt. Yunita Nita,
S.Si., MPharm.**

Chairperson of
ACCP 2025

