

TEK YUNG



Personal detail

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Linkedin

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Skill

- Leadership
- Negotiation
- Sales Management
- Market intelligent
- Communication
- Pharmaceutical sales
- Problem Solving
- Strategic Planning
- Distribution Strategic

CURRICULUM VITAE

Profile

Sales & Business Development Executive with over 25 years of experience in the Pharmaceutical, OTC, Consumer Health, FMCG, Distribution, E-commerce and B2B industries. He has a strong track record of leading national sales organizations and developing a national distribution network through strategic partnerships with distributor.

He has experience designing business growth strategies, increasing market share, expanding national market coverage (Pharma, GT & MT), and leading business transformations and developing new channels. He possesses strong skills in Sales Leadership, Business Development, Commercial Strategy, Route to Market and Distributor Management.

Education

S1 – Sarjana Teknik – Teknik Manajemen Industri
Institute Sains & Teknologi TD Pardede

Employment

Jul 2022 – Present

Head Sales Pharma, E-Commerce & B2B

PT Marketama Indah (Enesis Group) - Jakarta

1. Increase sales and distribution of new and existing product portfolio.
2. Develop and access the national Pharma marketing strategic to increase customer acquisition and retention.
3. Prepare capex and opex per annually part of sales contribution.
4. Setting up brand direction, short term and long term objective and translate into sales activity.
5. Achieve yearly sales target and outlet transaction with the estimated budget also maintain stock level or DOI at distributors.
6. Improve performance of the team by setting clear objective, reviewing achievement, assessing training needs, providing development plan and program.
7. Being a market intelligent for the principals and being niche market to see some opportunity at market.
8. Holding regular business review with C Level about sales roadmap

Oct 2019 – Jun 2022

National Sales Manager – Consumer Product & OTC

PT Mensa Binasukses (Mensa Group) – Jakarta

1. Achieving the national target of sales and growth of CPO business form all principals who are their responsibility.

Courses

- Sales Strategic to Create High Performing Sales
- Communication & Negotiation Skill
- Sosialisasi Pedoman Teknik CDOB
- 7 Habits
- Coaching & Counseling
- Time Management
- Leading The Sales Force for Success
- Change to Success, Success to Change
- Negotiation Skill
- Merchandising

Core Competencies

- Strategic Business Development
- National sales Management
- Commercial Excellence
- Distributor & PBF Management
- Route To Market Strategy
- OTC & Consumer Health Business
- FMCG Sales Management
- Ecommerce & B2B Development
- Sales Forecasting & Demand Planning
- Key Account Management
- Market Expansion
- Leadership & People Development
- Project Management
- Negotiation & Partnership

2. Develop sales, number of accounts and field force to work on CPO business in all sectors (Pharma, GT & MT)
3. Controlling the discount and stock of product that are his responsibility.
4. Conducting field force team development by increasing product knowledge and selling skill training from branch field force.
5. Developing the CPO business by looking for opportunities and developing coverage areas, planning a salesforce call plan that is in accordance with the branch area.
6. Planning the number of sales head count to achieve the set sales targets.
7. Provide report on business development and sales achievement which are the responsibility of the branch and national level.
8. Ensure the proper and correct implementation of the basic policy/SOP that occurs in the branch.

Jun 2013 – Sep 2019

Regional Operation Manager

PT Mensa Binasukses (Mensa Group) – Jakarta

1. Ensure and control operation activities of the branch responsibility.
2. Ensure all available resources covering area branches which is its responsibility to run optimally.
3. Support operational smooth.
4. To achieves target.
5. Maintained profit branch.
6. Coordinate, manage and monitoring sales and collection target by branch responsibility.
7. Maintenance systems and procedures to be conducted in branch.
8. Coordinate, distribute marketing programs.

Jan 2010 – Jun 2013

Regional Manager

PT Daya Muda Agung (Mahakam Group) – Jakarta

1. Coordinate, manage and monitoring sales and collection target by branch responsibility.
2. Ensure coverage area are being maintained and broadened.
3. Control operation branch responsibility.
4. Maintenance system and procedure to be conducted in branch.
5. Coordinate, distribute marketing programs.

Jul 2008 – Dec 2009

Branch Manager

PT Daya Muda Agung (Mahakam Group) – Medan

1. Coordinate, manage and monitoring sales and collection target.
2. Ensure coverage area are being maintained and broadened.
3. Maintenance stock and monitoring delivery from central warehouse.

Hobbies

- Swimming
- Football
- Traveling

4. Maintenance system and procedures to be conducted in branch.
5. Coordinate, distribute marketing programs.

Mar 2005 – Jun 2008

Area Sales Manager - Consumer Health Product Division (CHPD)

[PT Anugerah Pharmindo Lestari – Region Sumatera](#)

Jul 2003 – Feb 2005

Field Sales Supervisor - CHPD

[PT Anugerah Pharmindo Lestari – Medan](#)

Jul 2001 – Jun 2003

Field Sales Supervisor - Pharma

[PT Anugerah Pharmindo Lestari – Medan](#)

Jan 2001 – Jun 2001

Field Sales Representative - Pharma

[PT Anugerah Pharmindo Lestari – Medan](#)