

KRISTIANTO SURYO ADI PRABOWO

Jakarta, Indonesia | 082111081259 | kristiantosuryo@yahoo.com |
linkedin.com/in/kristiantosuryo

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Human Resources Department

PT Mersifarma TM

Jakarta, Indonesia

Subject: Application for Distribution Manager

Dear Hiring Manager,

With over 12 years of leadership experience in pharmaceutical operations, nationwide logistics, and CDOB compliance, I am writing to express my strong interest in the Distribution Manager position at PT Mersifarma TM. Returning to Mersifarma holds special significance for me. Having spent over five formative years of my career here as a QC Manager, I possess a deep, inherent understanding of Mersifarma's rigorous product quality standards and corporate culture. I am eager to return and lead the distribution division to ensure those high-quality products reach hospitals, pharmacies, and clinics seamlessly and efficiently.

The Distribution Manager role requires a Registered Pharmacist (Apoteker) with deep expertise in Good Distribution Practices (CDOB), warehouse optimization, and cross-functional leadership. During my five-year tenure directing operations at PT Bintang Kencana Artha, a national pharmaceutical distributor (PBF), I managed a massive logistics and compliance network encompassing 523 employees. I acted as the primary authority for BPOM audits and ensured 100 percent CDOB compliance across all distribution activities. I am highly experienced in managing Third-Party Logistics (3PL) vendors, optimizing delivery routes, and mitigating distribution risks to ensure timely and safe product delivery.

Furthermore, I have a proven track record of optimizing logistics systems and inventory accuracy. At PT Bintang Kencana Artha, I spearheaded the complete migration of our manual logistics workflows into a centralized ERP platform. By leveraging this system and enforcing a rigorous daily cycle counting strategy, I successfully slashed warehouse inventory discrepancies (shrinkage) from IDR 60 million per month down to under IDR 1 million per month. I know how to track stock availability with precision and use analytical problem-solving to drive massive operational efficiency.

My background perfectly bridges Quality Assurance and Logistics. Because I previously managed QC at Mersifarma, I know exactly what the QA and Regulatory teams need when it comes to temperature mapping, product handling, and cold-chain distribution. I can coordinate cross-functionally with Sales and QA with absolute fluency.

I am highly accustomed to working under pressure and meeting strict deadlines in fast-paced distribution environments. I have attached my resume for your review and would welcome the opportunity to discuss how I can bring my operational logistics expertise back to PT Mersifarma TM to optimize your distribution network.

Thank you for your time and consideration.

Sincerely,

Kristianto Suryo Adi Prabowo