

HANAN ASTUTY AROEBOESMAN

APOTHECARY

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Hi, my name is Hanan Astuty Aroeboesman, and I have been a Clinical Pharmacy more than 4 years of experience. And as a marketing person more than 4 years of experience. As a Clinical Pharmacist, I collaborate with other health workers to support professional pharmaceutical services. And for marketing, I am a Product Executive and Key account Executive who is experienced in creating marketing plans to achieve national turnover. Apart from that, I also have a side job teaching pharmacist students to pass competency exams

WORK EXPERIENCE 🔍

Nutritionist/Customer Care Executive

PT Sanghiang Perkasa (Kalbe Group) Aug 2015 - Jul 2016

- As a health consultant, namely serving customers by providing appropriate health solutions;
- Carry out a health check using the available tools;
- Providing health knowledge and solutions for managing a healthy lifestyle
- Sales Targetted by selling product

Product Executive

PT Brightgene Biomedical Indonesia Sep 2018 - oct 2019

- Presenting New Products to the Pharmaceutical Industry, B to B system
- Collaborating to carry out toll manufacturing with other pharmaceutical industries
- Conducting meetings and regulations for technology transfer from Taiwan
- Working on event projects such as company ground breaking
- Assist regulatory agencies in working on deadlines

Head Of Pharmacist

Indonesian Ministry of Health Contract worker Sep 2019 - Aug 2021

Overall, carrying out outreach, counseling to villages, schools and providing pharmaceutical services at Community Health Centers (Pharmacy Warehouse and Pharmacy Managers)

Head Of Pharmacist

Nusantara Apotek Sep 2021 - Now

- Provide drug information to patients regarding how and when to use it, usage limits and non-pharmacological education;
- Also plays a role in procurement and planning of medicines in the Hospital

Product Executive

PT Metiska Farma Oct 2022 - Dec 2024

- Responsible for launching new product events related to children's and ob-gyn products
- Create video content, posters, promos, training related to launching new products or even existing products
- make a visit to an ob-gyn, andrology or pediatrician for a product presentation by showing the requested journal
- Prepare the files needed so that the product can enter the hospital
- Create a national sales target program for marketing and product teams,etc

Key Account Executive

PT Kalventis Sinergi Farma Jan 2025 - now

- Responsible for the daily management of Vaccination centers and Key Opinion Leaders (KOLs) in a specific region
- serving as the primary point of contact for operations and relationships.
- Manage activities at these centers to enhance product understanding and support, and coordinate with internal and external parties to execute marketing and sales activities.
- Provide timely support, present information about the SP Vaccine, and monitor and analyze operational performance to recommend necessary actions.

EDUCATION 🔍

Apothecary

Pancasila University

2016-2017

IPK 3.65

Bachelor of Pharmacy

Pancasila University

2011-2015

IPK 3.07

AWARD 🔍

3rd place in the Language Month English speech competition

Participated in district level mathematics olympiads in junior high school

Awards for performance and getting promotions

FLUENT 🔍

Microsoft Office

Indonesian - Excellent

English - Intermediate

SKILL 🔍

Communication Skill

Presentation Skill

Negotiation

Professional Pharmacist

Marketing Brand

Marketing Strategy

Training

Product Marketing

Direct Selling