

**Kepada Yth,
Ibu/Bapak HRD
PT. Mersifarma Tirmaku Mercusana (MERSI)**

Dengan hormat,

Melalui surat ini, saya ingin menyampaikan minat dan keseriusan untuk melamar posisi Product Executive di PT. Mersifarma Tirmaku Mercusana (MERSI) ..

Perkenalkan, saya Valerina Susana, lulusan apoteker dengan peminatan farmasi industri. Selama masa pendidikan dan pengalaman magang, saya terbiasa mempelajari siklus produk farmasi dari hulu hingga hilir, termasuk pemahaman produk, dasar market dan competitor analysis, serta koordinasi antar departemen dalam industri farmasi.

Saya tertarik pada posisi product executive karena peran ini sejalan dengan minat saya untuk bekerja melalui pemahaman produk sekaligus melakukan koordinasi dan penyampaian informasi produk kepada pihak terkait. Saya memiliki ketertarikan pada pengelolaan produk farmasi, khususnya bagaimana sebuah produk dikembangkan, diposisikan, dan dikomunikasikan secara tepat kepada tenaga kesehatan dengan tetap memperhatikan aspek ilmiah dan regulasi. Saya tertarik untuk belajar mengenai market insight, perencanaan marketing, evaluasi performa produk, serta mengaplikasikannya dan saya termotivasi untuk berkembang dalam peran tersebut serta terlibat langsung dalam penyusunan dan implementasi strategi pemasaran produk..

Dengan latar belakang farmasi, saya terbiasa membaca dan menganalisis data, memahami klaim produk secara rasional, serta memperhatikan aspek regulasi dalam aktivitas komunikasi produk kepada tenaga kesehatan. Selain itu, saya terbiasa bekerja sama dan berkoordinasi dengan berbagai pihak, sehingga mampu menjalankan pekerjaan dengan komunikasi yang baik.

Saya yakin pendidikan, pengalaman dan minat saya pada bidang pemasaran produk farmasi dapat memberikan kontribusi positif bagi tim Product Executive di PT Mersifarma Tirmaku Mercusana (MERSI) . Sebagai bahan pertimbangan, saya melampirkan CV. Saya berharap dapat diberikan kesempatan mengikuti tahapan seleksi selanjutnya.

Terima kasih atas waktu dan perhatian Bapak/Ibu.

Hormat Saya,
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ABOUT ME

Dedicated and proactive pharmacy graduate from the Bandung Institute of Technology, having completed both Bachelor's and Professional Pharmacist programs with a focus on Pharmaceutical Industry. Had work experiences as an intern of Research and Development at PT Kalbe Farma (2 month) and Research & Development & Quality Assurance at PT Bio Farma (2 month) with exposure to product development processes, data analysis, and cross-functional coordination. Known for strong adaptability, analytical thinking, communication skills, initiative, and leadership through active organizational roles. Motivated to develop a career as a product executive, with strong interest in pharmaceutical innovation, development, regulatory compliance, and data-driven insights to support effective product positioning and performance in the market.

EDUCATION

Bandung Institute of Technology

September 2024 – September 2025

Pharmacist Professional Degree

(GPA : 3.88 / 4.00, Major in Industry (Production and Quality))

Bandung Institute of Technology

August 2020 – July 2024

Bachelor Degree of Pharmaceutical Sciences and Technology

Thesis: Study Of Antioxidant Activity In Leaves, Roots, and Twigs Of Mature Tea (*Camellia sinensis* (L.) Kuntze) using DPPH and CUPRAC Methode

WORK EXPERIENCES

PT Kalbe Farma

Pharmacist Intern - Research and Development Division

February 2025 – March 2025

- Prepared comprehensive technology transfer reports for tablet formulations by compiling formulation data, critical process parameters (CPP), critical quality attributes (CQA), and other data, to ensure smooth scaling between R&D and manufacturing facilities.
- Developed detailed Master Batch Processing Procedure (Prosedur Pengolahan Induk/PPI) for pilot-scale tablet production by consolidating information from multiple Batch Records, extracting process parameters, equipment settings, material preparation steps, and IPC requirements, then integrating them into a structured and CPOB-compliant master process document to ensure smooth and controlled pilot-scale manufacturing aligned with the systematic procedure established.
- Participated in the end-to-end formulation development process, from material preparation and granulation to primary packaging, gaining comprehensive exposure to the pharmaceutical product development lifecycle.

PT Bio Farma

Internship in Quality Assurance Division

June 2023 – July 2023

- Assisted in vendor qualification assessments, product documentation reviews, and product compliance by evaluating supplier dossiers, and reviewing COA/COO to ensure raw materials and components meet internal quality standards and CPOB expectations.
- Conducted periodic desktop reviews for both new and existing vendors by evaluating regulatory documents, quality certifications, audit history, supply performance, and risk indicators to ensure vendor qualification and compliance suitable with company standards and CPOB requirements.
- Compiled detailed reports on vendor and product compliance by consolidating audit findings, material performance data, deviation records, and corrective actions, resulting in comprehensive summaries used to support decision-making, continuous improvement, and supplier performance monitoring.

- Handled classification and labeling for quarantine, released, and rejected products, ensuring accurate status identification, proper documentation to maintain traceability and prevent mix-ups

PT Bio Farma

Internship in Research and Development Division

July 2023 – August 2023

- Supported analytical and upstream–downstream characterization activities, including ELISA, SDS-PAGE, Tangential Flow Filtration (TFF), and protein quantification, by preparing samples, assisting in reagent setup, monitoring test conditions, and documenting analytical outcomes to ensure accuracy and reliability of biopharmaceutical testing.
- Observed and assisted in BCA (Bicinchoninic Acid Assay) protein quantification, antisera production workflows, and vaccine formulation steps

ORGANIZATIONAL EXPERIENCES

Keluarga Mahasiswa ITB

Secretary

September 2022 – February 2023

- Led the graduation event team and coordinated cross-division collaboration to ensure smooth and timely preparation.
- Led coordination across divisions for event preparation and managed communication flow by managing correspondence, documentation, and interdepartmental alignment.
- Organized event protocols, compiled reports, and maintained interdepartment alignment.

Himpunan Mahasiswa ‘Ars Praeparandi’ ITB

Vice Head of Mental Health Division

April 2023 - April 2024

- Achieved 3.83/4.00 in mid year assessment as a vice head of division. Coordinated division activities, managed program timelines, and supported the head in strategic planning and execution.
- Developed the official HMF ‘AP’ Mental Health Database and designed infographics published on the organization’s media platforms, improving accessibility of mental health resources.
- Served as a peer counselor offering confidential emotional support and connecting members with professional help when necessary

Head of Event Department For Graduation Celebration

March 2022 - April 2022

- Led and coordinated a team to organize the graduation event for HMF ‘AP’ ITB
- Directed a multi-division team, ensuring cohesive coordination, clear task distribution, and seamless execution during event day.
- Oversaw event planning, logistics, and operational workflows to deliver a successful large-scale student event.

CERTIFICATIONS

- **Good Manufacturing Practice (GMP) in Pharmaceutical Industry | Teman Lab | November 2025**
([Certificate Here](#))
- **Research and Development in Pharmaceutical Industry | Makin Ahli | November 2025**
([Certificate Here](#))
- **Quality Assurance & Quality Control in Pharmaceutical Industry | Temab Lab | November 2025**
([Certificate Here](#))
- **Cara Pembuatan Alat Kesehatan yang Baik, ISO 13485 : 2016 | Teman Lab | November 2025**
([Certificate Here](#))

SKILLS

- **Hard skills:** GMP, GLP, CPOB Implementation & Compliance, Cross functional coordination in product development and quality activities, Data integrity (ALCOA), Data Interpretation & Trend Analysis, Technology Transfer Documentation, Formulation Trial and Scale Up, QA Documentation, Product File Review, CAPA Creation, Vendor/customer Qualification, Spectrophotometry UV/VIS, HPLC, PCR, ELISA, SDS-Page
- **Soft skills:** Leadership, Communication, Analytical Thinking, Teamwork, Adaptability, Public Speaking, Creativity, Initiative, Problem Solving, Attention to detail, and Time Management
- **Software:** Ms. Word, Ms. Excel, Ms. Power Point, Canva, Minitab (basic)
- **Language:** English (Intermediate)