

Denny Surya

Sr.Regional Sales



Profile

Call me Denny and I have experience almost 9 years SME Banking

Experience

Jun 2021- April 2022

PT SAMUDRA KHARISMA NUSANTARA
Manager, Tangerang

- a. Manage 3 offline and online store.
- b. Manage 3 leader and 25 staff.
- c. Develop online store for branch.
- d. Discuss with shareholder or top management for hard decision.
- e. Create new market for B2B sales
- f. Makesure our Inventory match with system.

**March 2021
- May 2021**

Shipper

Senior Regional Sales Manager, Jakarta

- a. Looking for new client that need Warehouse, fleet, etc
- b. Achieve target set by the management interms of business volume growth and revenue growth.
- c. Produce LOP on timely basis with accuracy and prudent control.
- d. Discuss with Regional Head for our service if need deviation.
- e. Review the preparation of agreement for customer to sign.

Contact

🏠 Jakarta

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✚ 24/06/1991

in Denny Surya Chau

f Denny Surya Chau

**Sept 2019
- Feb 2021**

Bank Danamon

SME RM, Jakarta

- a. Identifying sales lending opportunities, acquisition of the potential business from the customers by exploring the bank's products and the benefits to customers.
- b. Produce credit proposal on timely basis with accuracy and prudent control.
- c. Achieve target set by the management in terms of business volume growth and revenue growth.
- d. Discuss with Branch Manager and Risk Management Unit in reviewing credit proposals.
- e. Review the preparation of documentation prior to signing of credit agreement.

**Jan 2017
- Dec 2019**

Commonwealth Bank

SME RM, Jakarta

- a. Identifying sales lending opportunities, acquisition of the potential business from the customers by exploring the bank's products and the benefits to customers.
- b. Produce credit proposal on timely basis with accuracy and prudent control.
- c. Achieve target set by the management in terms of business volume growth and revenue growth.
- d. Discuss with Team Leader and Risk Management Unit in reviewing credit proposals.
- e. Review the preparation of documentation prior to signing of credit agreement.

**Nov 2012
- Dec 2016**

OCBC NISP

EmB RM, Jakarta

- Develop new prospective customers for Emerging & SME Segment.
- b. Implement action plan based on business strategy.
 - c. Build and expand new channel acquisition with broker property / property agent for mortgage lending process.
 - d. Review and Analyze a new prospect credit process and ensuring accordance with the target market.

**Jul 2012
- Okt 2012**

PT Sinta

Ass. Head Accounting, Jakarta

Help my friend for maturity leave.

**Jan 2012
- Jun 2012**

Global Artha Futures

Marketing Executive, Jakarta

Part time for become future marketing and get experience for working culture.

Education

2008 - 2012

Bachelor Degree

Tarumanagara University, Jakarta

Description of the education/course.

Achievements

1st Winner superfight gameplay SME Banking Sales



Competition Award - 2018

Our Team achievement for national competition at Commonwealth Bank

RM Silver - 2017



Achievement when I'm only join Commonwealth Bank only 5 Month

Elite Club Member - Q1-Q3 2016



Achievement for RM who have KPI >100%

Competences



Microsoft Office



AAJI



BSMR level 1