



ARIS SETYANGGA



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Bida Asri 1 No. 45 Batam Center



Objective:

I am a professional focused on sales. I started my career in the pharmaceutical, FMCG, and startup industries in 2014. I worked my way up from area sales to managerial positions. Experiencing various company cultures has made me more adaptable to change. I've handled areas in East Java, Central Java, and West Java.



Job Experience

Supervisor @PT. Novell Pharmaceutical Laboratories

APRIL 2026 -

- Market ethical products, especially to surgeons, urologists, internal medicine doctors, and general practitioners to meet company targets.
- Monitor and evaluate the work of each sales team.
- Delegate tasks from superiors to subordinates for implementation.
- Approve and correct every support proposal.
- Check and evaluate every report from the sales team.
- Report directly to the Area Sales Manager on a daily, weekly, and monthly.

Area Sales Manager @PT. Erlimpex Pharmaceutichal

JANUARI 2025 - JANUARI 2026

- Achieved the company's branch target for the West Java region.
- Handled ethical products
- Managed 3 supervisors, 19 medical sales representatives, and 2 store sales promotion staff.
- Ensured branch operations ran according to company procedures.
- Planned, conducted, and acted for growth.
- Collaborative meetings with distributors, PBFs, and other Omnichannels.
- Evaluated the performance of each area.
- Approved marketing and sales programs.
- Reported daily, weekly, and monthly to NSM.

Supervisor @PT. Royal Medicalink Pharmalab

JANUARI 2024 - JANUARI 2025

Developing the regional sales team in Semarang, Kendal, Batang, Pekalongan, and Pemalang to achieve company targets. • Expansion and maintenance of medical personnel to build relationships and business relationships. • Visiting and surveying medical outlets. • Planning and evaluating team work. • Handling local/national symposium and workshop events. • Daily, weekly, and monthly reporting. • Meeting and collaborating with distributors.

Merchant Onboarding Manager @PT. Raena Ruma Indonesia

AGUSTUS 2022 - DESEMBER 2023

Expanding the area to introduce Raena as a start-up cosmetics distributor • Controlling sell-in and sell-out distribution at every GT and MT store in the area • Activating branding principles at GT MT stores • Overseeing distribution, payments, and programs at GT MT stores • Coordinating meetings with store owners and local distributor partners • Reporting to the Head of Sales

Branch Manager @PT. Kridha Multiniaga Prima

APRIL 2022 - JULI 2022

• Oversee the operational management activities of PT. KMP Branches to achieve company goals. • Meet sales targets set by the company based on the 5 Principles of PT. Amerta Indah Otsuka, PT. Sinar Sosro, PT. PZ Cusson's, PT. Eka Jaya Internasional, and PT. Multi Bintang. • Collaborate on performance between the sales, accounting, expedition, and warehouse divisions. • Prepare branch reports to be sent to the General Manager. • Serve as a problem solver for any issues that arise at the branch. • Control every work procedure that must be carried out by each division. • Evaluate the team's performance results to determine the next strategic steps.

Supervisor @PT. Antarmitra Sembada

JUNI 2021 - APRIL 2022

Build a competent area team to distribute medical devices to hospital, clinic, and pharmacy outlets in accordance with company targets. • Evaluate survey results from the sales field force to determine appropriate future actions. • Create and evaluate reports for each sales field force area to be sent to the Head Office. • Build relationships and bonds with users/management of private and government hospitals, clinics, and pharmacies to improve sales quality and improve the company's reputation. • Conduct information discussions with distributors, warehouses, and finance departments to ensure smooth operations. • Serve as a problem solver for any issues within the area or with related parties.

Sales Eksekutif @PT. Payfazz Technology

JUNI 2019 - MEI 2021

Conducting area expansion projects to introduce the Fintech Startup Platform • Managing and verifying outlet data • Acting as a problem solver for application issues • Branding products at each merchant • Pursuing transaction targets and evaluating application usage

Supervisor @PT. Novell Pharmacutichal Laboratories

NOVEMBER 2018 - MEI 2019

- Market ethical products, especially to surgeons, urologists, internal medicine doctors, and general practitioners to meet company targets.
- Monitor and evaluate the work of each sales team.
- Delegate tasks from superiors to subordinates for implementation.
- Approve and correct every support proposal.
- Check and evaluate every report from the sales team.
- Report directly to the Area Sales Manager on a daily, weekly, and monthly basis.

Supervisor @PT. DIPA Healthcare

JUNI 2016 - OKTOBER 2018

- Market ethical orthopedic products, human albumin, IVIG, cancer products, and vitamins to meet company revenue targets.
- Monitor and evaluate the work of each Medical Representative team.
- Delegate tasks from superiors to subordinates for application in the area.
- Approve and correct every support proposal for user activities.
- Check and evaluate every report from the sales team.
- Report directly to the Area Sales Manager daily, weekly, and monthly.

Medical Representatif @PT. Pertiwi Agung (Landson)

JUNI 2014 - JUNI 2016

- Present natural and ethical products to doctors, particularly internists, cardiologists, general practitioners, ophthalmologists, neurologists, and ob-gyns.
- Conduct surveys on competitor product movements at hospital, clinic, pharmacy, and similar outlets.
- Create and implement weekly plans.
- Report directly to supervisor.
- Provide and offer excellent service to users through scientific events, symposiums, workshops, travel, and other events.



Education

Manajemen

@STIE Indocakti

80

2019



Project Details

GROWTH YEAR 15%

Improving branch turnover, which was only 70% of target at the time. Currently, it has achieved 100% year-to-date (approximately 1 billion rupiah/month).

Duration:1 Year

Role:Area Sales Manager

Team Members:18

GROWTH YEAR 35%

Improving the team's revenue, which was still low at around 100 million per month. And by the end of the year, they managed to close at 200 million (200%).

Duration:1 Year

Role:Supervisor

Team Members:4

EKSPANSI MERCHANT

Development of Online Payment Technology Application, closing with a turnover of 10 billion.

Duration:2 Year

Role:Sales Eksekutif

Team Members:2

PAIN PRODUCT

Suplasyn product development for Osteoarthritis joint pain.

Duration:6 Month

Role:Supervisor

Team Members:4

Natural Product Division

Astria's new product development as a medical antioxidant has achieved top sales in Malang City.

Duration:6 Month

Role:Medical Representatif

Team Members:0



Skills

Microsoft Office

Analisis Data

Forecasting Product

Develope Team

Sales Operation

Distribution Sales



Field of Interest

Humanisme, Pluralisme, Toleransi



Strengths

Evaluation Self

Handle Problem

Positif Thinking

Fighter Work



Hobbies

Bird Song

Travelling

Fishing



References

Edy Zainur Rahman Area Manager

☎ 0813-3508-8409

Ucok Bayu Baratha Sales Manager

☎ 081233534774

Prasetyo Adi Nugroho Head Of HR

☎ 081932470166



Personal Details

Father's Name : ARIS SETYANGGA

Date of Birth :22/3/1996

Gender : Male

Marital Status : Married

Nationality : WNI

Languages Known : INDONESIA



Declaration

I'm typically someone who adapts easily to my environment, personal life, and company. My life principle when facing any problem is to focus on solutions with the least risk. I take responsibility for everything I do or decide.

Place : Batam

Date : 1/8/2026

(ARIS SETYANGGA)