

YULI SUSANTI

EDUCATION

STIE KERJASAMA Yogyakarta tahun 2000

WORK EXPERIENCE

1.Field Sales Manager Ophthalmology Alcon - PT Anugerah Argon Medica

Jan 2024 – Nov 2025 area : National

- Developing and implementing sales strategies
- Leading and motivating the sales team
- Building and maintaining client relationships
- Ensuring alignment with company goals collaborating with other departments (marketing, product development) to ensure a cohesive approach to sales and align sales efforts with overall business objectives.
- Identifying new opportunities performing market research to identify potential new customers and market opportunities for growth
- Reporting and forecasting preparing accurate sales forecasts and reports, monitoring sales performance against targets, and providing insights into trends and opportunities.

2.Regional Sales Manager Device - PT MBS-Alcon Ind.

Jan 2021 – Des 2023 area : Central

3.Produk Specialist Device - PT Alcon Indonesia

April 2016 – Jan 2021 area : Central

4.Key Account Specialist - PT Sandoz Indonesia

April 2009 – Jan 2016 area : Jakarta

5.Area Sales Manager Medical Equipment - PT Fondaco Mitratama

2008 - 2009 area : Jakarta

6.Produk Specialist Serono – PT Merck Ind.

2006 - 2008 area : Jakarta

7.Senior Representative PT.Otsuka Indonesia.

2002 - 2006 area : Jakarta

8.Medical Representative PT. Combiphar

2001 - 2002 area : Tangerang

SKILL

- Managing Team
- Sales Leadership
- Customer Relation
- Building Team
- Sales Startegy
- Negotiation Skill
- Fast Learning



With more than 20 years of experience in sales and business development, I am confident that my skills, expertise, and strong commitment will enable me to contribute effectively to your organization.

My proven track record in leading teams, driving business growth, and building strong customer relationships would make me a valuable asset to your reputable company

Phone :
081514065041

Email :
yulisusan1978@gmail.com

Linkedin:
[linkedin.com/in/yuli-susanti-229944271](https://www.linkedin.com/in/yuli-susanti-229944271)

Address:
Violet Garden Blok O No 10 Kranji
Kota Bekasi – Jabar - 17135