

Rizki Mangatur Parlindungan Sinaga

Lampung | 0852 6665 1397 | rizkimpsinaga@gmail.com

About Me

Graduate of reputable university and have work full time in the fields of Point-of-Sale (POS) and Cashier Software, Financing and Banking, Television Media, and FMCG. Experienced in sales, marketing, and partnership development, with a strong interest in driving business growth and building strategic partnerships. Active in organizational activities, professional training, and various achievement-based programs.

Skills

- | | |
|---------------------------|--------------------|
| • Microsoft Office | • Teamwork |
| • Business Development | • Communication |
| • Partnership | • Responsible |
| • Customer Relationship | • Social Awareness |
| • Complex problem-solving | • Flexibility |

Work Experience

Olsera (West Jakarta City, DKI Jakarta)

Business Development Specialist (July 2026 – now)

- Identified, acquired, and managed strategic partnerships with banks, FSI, and payment providers to expand business pipelines and drive partnership monetization
- Led due diligence and partnership readiness across operational, legal, and compliance requirements to support successful program implementation
- Drove merchant activation and conversion initiatives to accelerate product adoption and contribute to revenue growth
- Strengthened stakeholder relationships across internal and external teams to ensure smooth execution and effective commercial collaboration
- Developed strategic partnership materials, including proposals, pitch decks, SOPs, partner toolkits, and knowledge bases to accelerate implementation and partner enablement

Mega Finance (South Jakarta City, DKI Jakarta)

Business Development and Partnership Unit Head (February 2023 – July 2026)

- Find and collaborate with new store and provide benefits with promos to the store
- Build and providing features in a Mobile Application for consumer financing by facilitating transaction and promotions carried out (such as QRIS, Bill Payment, etc)
- Responsible for making reports and special promo programs
- Identify appropriate categories and store areas for market and business needs
- Create and implement consumer acquisition programs at events and outlets as well as E-Channel program development with partners
- Coordinate with internal and external parties in reviewing the legality of documents and promotional materials in stores, and store activation in central and branch systems

MNC Media 3TV – RCTI, MNCTV, GTV (West Jakarta City, DKI Jakarta)

Network Business Development and Partnership Officer (Juny 2021 – February 2023)

- Find new clients and establish cooperative relationships
- Negotiate for cooperation offers and make the best deal to minimize cash out of the company
- Responsible for providing and carrying out the benefits of On-Air TV and social media provided to clients and reviewing the legality of documents

DVNA Botanicals (Surakarta City, Central Java)

Account Executive (September 2018 – May 2020)

- Responsible for responding to customer needs, offering and selling products, and fostering good relationships with customers online
- Responsible for manage administrative checks and letters, checking product sales bookkeeping and data, and checking the availability of office tools and production raw materials

Bank BJB (Surakarta City, Central Java)

Marketing Intern (January 2018 – February 2018)

- Assist customers in filling out the account opening form and checking the completeness of the file for validation
- With the Account Officer to sell products and raise funds from the community directly to the customer's residence

Education**Universitas Sebelas Maret (UNS) Surakarta City (2018-2020)**

Bachelor Degree – Economic Development – GPA 3.84

Achievement

Best Partnership and Branding in Program Junior MasterChef Indonesia – RCTI (2022)

Best Partnership in Program X Factor Indonesia Season 3 – RCTI (2021)

Best Partnership in Program MasterChef Indonesia Season 9 – RCTI (2021)

Scholarship Increase in Academic Achievement – Ministry of Research and Technology (2017)

Organization Experience

- 2016-2018 **Treasurer Fundraising** at Naposo HKBP Solo
Responsible for managing the budget both income and distribution of business fund divisions, as well as reporting the results of accountability to the division, as well as conducting product sales to increase the revenue of the division
- 2017-2018 **Manager Fundraising and Partnership** at Indonesian Youth Opportunities in International Networking Local Chapter Solo
Responsible for managing divisions and the course of group duties in accordance with functions, including recruiting human resources for needs, and finding funds, and working with other organizations to establish relationships to participate with each other
- 2016 **Cabinet Secretariat Staff** at Student Union (BEM) FEB UNS
Responsible for managing documents and initiating scheduling for other divisions so that the event can run well

Training

- 2023 **DBS Bank – Berpijar Academy Transformational Leadership : Building a Sustainable Foundation for the Future Society** at Online
- 2018 **Training of Trainer Leadership 21st Generation** at Universitas Sebelas Maret
- 2017 **Trainer Achievement Motivation Training** at Faculty of Economy and Business Universitas Sebelas Maret
- 2017 **Training of Trainer Achievement Motivation Training 35th Generation** at University of Sebelas Maret
- 2015 **ESQ Leadership Training** at Universitas Sebelas Maret