



APT. KUMALA ALSYA MULIA, S.FARM.

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SUMMARY

A Pharmacist graduated from Universitas Gadjah Mada with a strong interest in purchasing within the pharmaceutical industry. Possesses knowledge of pharmaceutical raw materials and supply chain processes, complemented by strong communication and negotiation skills. Eager to developing expertise in purchasing operation through cross functional collaboration to support efficient material availability and business performance.

EDUCATION

Universitas Gadjah Mada

Apothecary Student, 3.90/4.00

Bachelor of Pharmacy, 3.63/4.00

Daerah Istimewa Yogyakarta

June 2024 - September 2025

August 2020 - August 2024

Thesis : *The Correlation Between Allergies and the Incidence of Post-Immunization Reactions Following COVID-19 Vaccination Among Junior High School Students in Sleman Regency*

WORK EXPERIENCE

PT Medifarma Laboratories

Business Development Senior Staff

Depok, Jawa Barat

April 2026 - Present

- Conducted feasibility studies for **8+ potential products** proposed by customers to evaluate their suitability for toll out manufacturing.
- Developed and monitored timelines for **3+ new product development projects**, ensuring on time execution through effective cross functional coordination.
- Reviewed and updated **2 business agreements** with customers to ensure mutually beneficial commercial terms and alignment with business objectives.
- Interpreted and communicated customer requirements and updates to internal cross functional teams, especially for **8+ new product development**.

PT Gracia Pharmindo

Business Development Executive

Bandung, Jawa Barat

December 2025 - Maret 2026

- Conducted market data research to identify pharmaceutical products with strong development potential, based on **value and unit sales**.
- Contributed to brainstorming discussions on business cases and creating **5 potential business cases** for pharmaceutical product development
- Monitored the progress of drug development projects and existing products across **more than 5 pharmaceutical dosage forms**.

PT Bintang Toedjoe

Pharmacy Intern at Analytical Development Department

Cikarang, Kabupaten Bekasi

Oct 2024 - Dec 2024

- Participated in the development of analytical methods for **15+ raw materials and existing ones** based on the standards outlined in the Indonesian Pharmacopoeia and its Supplement.
- Completed a final project titled "**Method Analysis Compliance to Detect the Contamination of Ethylen Glycol and Diethylene glycol on Sorbitol's Raw Material using GC-MS Instrumentation Based on CPOB**", the results were utilized by PT Bintang Toedjoe to support method compliance with Badan POM requirements.

Apotek Garsen

Pharmacy Intern

Daerah Istimewa Yogyakarta

Februari 2025 - Maret 2025

- Completed a '**Marketing Intelligence**' project involving a **SWOT assessment** of five nearby pharmacies to provide strategic insights for improving Apotek Garsen's service quality
- Participated in compounding, dispensing, and counseling medications based on prescriptions, handling more than **20 prescriptions**
- Created product promotion and upselling strategies, contributing to the pharmacy's achievement of targeted revenue
- Created Ramadhan vitamin and health supplement bundling project that successfully achieved sales of over **50 pieces**

Fakultas Farmasi UGM

Product Representative

Daerah Istimewa Yogyakarta

June 2022

- Participated in organizing "Farmasi UGM Herbal Fair".
- Successfully selling more than **20 herbal products** within **2 hours**.

ORGANIZATION & LEADERSHIP

Jaringan Mahasiswa Kesehatan Indonesia

Daerah Istimewa Yogyakarta

Event Coordinator for Leadership Training Program

June - July 2022

- Planning & organizing Leadership Training Program that participated by **150+ audiences**.
- Involved as a Master of Ceremony on "Latihan Kepemimpinan dan Manajerial" that participated by **200+ audiences**.

BEM KMFA UGM

Daerah Istimewa Yogyakarta

Task Excecutor Head of Human Resources at Research & Development Ministry

June - August 2022

- Planning, Organizing, and Executing "Latihan Dasar Organisasi" event that held by BEM KMFA with **80+ participants**.
- Involved as a **Master of Ceremony** on "Latihan Kepemimpinan" event that held by BEM KMFA with **80+ participants**.
- Organizing "PSDMagz" successfully producing and publishing over **20 contents** within 3 months.

ADDITIONAL INFORMATION

Technicals

- Proficient in data extraction & data analysis
- Proficient in identifying market opportunities and conducting feasibility studies.
- Proficient project & timeline management
- Proficient using Microsoft (Word, Excel, Power Point) and basic design (Canva)

Soft Skills

- Attention to detail
- Excellent communication and presentation skills in Bahasa Indonesia and English
- Cross department collaboration
- Excellent negotiation skills
- Excellent analytical & problem solving skills
- Effective time management skills
- Strong leadership and teamwork skills

Languages

- Indonesia (Fluent)
- English (Advanced Level)