

A|G

AGAN GURMILANG

AREA MANAGER - 21 YEARS EXPERIENCE IN SALES
PHARMACEUTICALS INDUSTRY



Greenville Villa - F5
Matungkas , North Minahasa,
Indonesia



082190127694



gurmilangagan79@gmail.com



EDUCATION

BACHELOR

Institut Pertanian Bogor / Bogor /
2003

SKILLS

Sales Techniques

Negotiation Skills

Market Analysis

Customer Relationship Management
(CRM)

Pharmaceutical Knowledge

PERSONAL DETAILS

Date of birth:
26 Nov 1979

Nationality:
Indonesia

Marital status:
Marriage

LANGUAGES

English

Indonesia

WORK EXPERIENCE

PT Dankos Lab.
Nov 2004 - Jun 2006
Manado

MEDICAL REPRESENTATIVE

PT Hexpharm Jaya
Sep 2006 - Aug 2008
Manado

MEDICAL REPRESENTATIVE

PT Dexa Medica
Nov 2008 - Aug 2012
Manado

MEDICAL REPRESENTATIVE

PT Mahakam Beta
Farma
Oct 2012 - Aug 2014
Manado

AREA SALES SUPERVISOR

PT Novo Nordisk
Indonesia
Aug 2014 - Aug 2019
Manado

PRODUCT SPECIALIST

PT Novo Nordisk
Indonesia
Sep 2019 - Present
Manado - Maluku
Utara - Gorontalo -
Papua

AREA MANAGER

ABOUT ME

RESPONSIBILITIES

- Managing, training, and providing overall guidance to the sales team of an assigned territory.
- Setting reasonable sales targets to be achieved by the sales team.
- Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
- Collecting customer feedback and providing updates to senior management.
- Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
- Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.
- Developing and sustaining long-term relationships with customers.
- Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects

