

CURRICULUM VITAE

PERSONAL DATA



Name : Yessy Agustina Lase
Place/Date of Birth : August 17th 1988
Religion : Muslim
Marital Status : Married
Address : Bukit Flamboyan Semarang
Phone : 081215620048 (WA) /
085775996369 (SELULER/ WA)
Email : yessy.lasse@gmail.com
IPK : 3,68 in Apothecary

EDUCATION

Formal

2011 – 2012 APOTECARY , Faculty of Pharmacy, Pancasila University,
Jakarta 2006 – 2010 PHARMACIST , Faculty of Pharmacy, Pancasila
University, Jakarta

PERSONAL ATTRIBUTE

Self motivated, capable working both individually and as part of team, fast learner, hard worker, fun to work and able to create a supportive working relationship among all project teams.

Computer : Familiar with MS Word, MS Excel, MS

PowerPoint Here with this Letter is written is true as it is.

WORKING EXPERIENCE

Working at PT. Boehringer Ingelheim Indonesia

Period : September 2012- March 2019

Purpose : Permanently Working

Position :

- **September 2012- January 2013** as a Medical Representative Development Program January 2013 - December 2015 Medical Representative for Respiratory Division (Customer DR's Pulmonologist, Pediatric, Internist - Area East and North Jakarta)
- **January 2015 - February 2017** as a Key Account Executive (Jakarta Area- Cardio vascular, Metabolic, Respiratory, Oncology Division) Hospital/ Account : RSUP Persahabatan, RSCM, RS Islam group - SSM Grup, RS Carolus, RS Haji, OMC group, RS Gading Pluit, RS Pluit, RS Atmajaya, RS Pelabuhan, RSIA Family, RS PIK, RS Puri Cinere Depok, RS Mitra Bekasi.
- **May 2017 - March 2019** as a Key Account Executive (**Central Java**)

Jobs Description

- Achievement of sales target & sales growth
- Sales forecasting, stock monitoring & sales analysis
- Make strong relationship with customer
- Listing Process
- Execution marketing activity
- Seeking the CIA
- Identify JKN, Dinas Kesehatan, BPJS, and other Government Institution
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Working at PT. Mega Lifesciences

Period : March 2019- Januari 2024

Position :

- **March 2019- December 2021** as Area Sales Manager for Central Java, Yogyakarta, East Java, and Denpasar Area, Cover Internist, Internist Gastroenterohepatology, Obgyn, Obgyn Ferlility, Andrology, GP Doctors.
- **January 2022- Januari 2024** as Area Sales Manage for Central Java- Yogyakarta, East Java- Bali Area Cover Internist, Internist Gastroenterohepatology, Obgyn, Obgyn Fertility, Andrology, GP Doctors.

Jobs Description:

- Achievement of sales target & sales growth.
- Sales forecasting, stock monitoring, sales strategy & sales analysis.
- Provide plan and strategy monitoring to ensure all productivity parameter are achieved.
- Build and maintain relationship with all channel, customer, internal team, and another internal division.
- Handle complain or escalated problem.
- People Development, Coaching and Monitoring all team member.
- Responsibility to plan, maintain and monitor sales operational budget to ensure usage availability and cost saving.

Working at PT. Actavis Indonesia

Period : February 2024 - Oktober 2024

Position :

- as Area Sales Leader for West Java, Central Java, and Yogyakarta Area, Cover Neurology, Pulmonology, Internist, GP Doctors.

Jobs Description:

- Achievement of sales target & sales growth.
- Sales forecasting, stock monitoring, sales strategy & sales analysis.
- Provide plan and strategy monitoring to ensure all productivity parameter are achieved
- People Development, Coaching and Monitoring all team member.
- Responsibility to plan, maintain and monitor sales operational budget to ensure usage availability and cost saving.

Working at Besins Healthcare

Period : Oktober 2024- Present

Position :

as Area Manager for Central Java-Yogyakarta, West Java, Kalimantan Area
Cover Obgyn, Obgyn Fertility, Andrology, Urolog.

Jobs Description:

- Achievement of sales target & sales growth.
- Sales forecasting, stock monitoring, sales strategy & sales analysis.
- Provide plan and strategy monitoring to ensure all productivity parameter are achieved.
- Build and maintain relationship with all channel, customer, internal team, and another internal division.
- Handle complain or escalated problem.
- People Development, Coaching and Monitoring all team member.
- Responsibility to plan, maintain and monitor sales operational budget to ensure usage availability and cost saving.

To HR Department,

I am writing this letter to apply in your partner company, I enclosed resume of my educational background. I am thirty-four years old and I am graduated from Apothecary in Pancasila University. I am hard worker, highly motivated, responsible and have been used to work under pressure either independently or within cross-functional team. I familiar with several computer program (also internet). I like to work in changing environment, meet a lot of people, ready to travel in doing my job. I want to apply for vacancy position for your company.

If you have any more about my personal qualification, please kindly review my enclosed resume or you can reach me at my telephone number 081215620048 anytime at your convenience. I look forward to hearing from you, concerning this vacant position. Thank you very much for your attention and I hope I'll be granted for an interview.

Best Regards,

Yessy Lase