

Curriculum Vitae



PERSONAL DATA :

Full Name : **Feri Sanjaya Saragih**
Nick Name : **Feri**
Place & Date of Birth : Jakarta, 01th February 1980
Sex : Male
Religion : Kristen Protestan
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Marital Status : Married
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EDUCATIONAL BACKGROUND :

2004 – Present : Student Of Esa Unggul University, majoring in
Communication Jakarta
1999 - 2003 : Graduated AMIK BSI Majoring in Manajemen
Informatika, Jakarta
1996 - 1999 : Graduated Senior High School (SMAU Markus)
Tangerang
1993 - 1996 : Graduated Junior High School (SMPN 8) Tangerang
1987 – 1993 : Graduated Elementary School Cibodas 1 Tangerang

TRAININGS :

- Communication Skill at Alcan Packaging Flexipack.
- Customer Satisfaction survey at Alcan Packaging Flexipack.
- Service Excellence & Customer Relations Skills Program at HITSS
- The World Sales Mastery 2006 From James Gwee
- Baan Version 4 System at Alcan Packaging Flexipack.
- OFF-Flavor Packaging Sensory at Alcan Packaging Flexipack.
- EHS at Alcan Packaging Flexipack.

WORKING EXPERIENCE :

1. 06th June 2003 – 02th October 2006 Marketing Support / Follow Up Order at
Alcan Packaging Flexipack

Main Responsibilities :

- Create and plan production schedule and responsible for production process based on production capacity and delivery date from customer (on time delivery)
- Check order and confirmed requirement.
- Make sure customer receive status order information, customer complaint and follow up this complaint to related department.
- Maintain good relationship between Customer and Alcan Packaging Flexipack
- Handle ISO Documentation in Marketing and Sales Department , Customer service and logistic

2. June 2004 – April 2007 Alcan Packaging Flexipack Team Member for Continuous Improvement – Lean Six Sigma Project

Main Responsibilities :

- Improve ontime delivery
- Improve time respond customer complain

3. October 2006 – 26 April 2007 Sales Executive for Pharma and Non Food at Alcan Packaging Flexipack.

Main Responsibilities :

- Conduct Customer Visit
- Maintain customer relation ship according to company polish
- Pricing negotiation with customer according to company polish
- Review competitor activity and conduct market results according to company polish
- Fulfill yearly budget of sales

4. Mei 2007 – Mar 2008, Adam Sky Connection. PT, Business Development.

Main Responsibilities :

- Build cooperation with merchants to purchase Adam Air tickets.
- Create a cooperation system for the merchants related with the selling of Adam Air tickets.
- Create a program for call center employees to be more active in selling the tickets by using online payment system.

5. June 2008 – Dec 2010, Toppan Printing Indonesia. PT, Sales Executive.

Main Responsibilities :

- Conduct Customer Visit
- Maintain customer relation ship according to company polish
- Pricing negotiation with customer according to company polish

- Review competitor activity and conduct market results according to company polish
- Fulfill yearly budget of sales

6. Dec 2010 – Dec 2012, Mayora Indah Tbk. PT, R&D Packaging Jr. Manager.

Main Responsibilities :

- Create a guidance of goods receiving which will be used by Factory Quality Control team.
- Decide the right packaging specification of new product.
- Conduct a research regarding some issues in the packaging material.
- Give suggestions to the Quality Control Corporate if there are some quality issues in the packaging material.
- Research and development packaging material to get the cheaper and good quality of packaging material

7. Jan 2012 – Present, Mayora Indah Tbk. PT, Purchasing Of Packaging Material Local and Overseas Jr. Manager.

Main Responsibilities :

- Create a tender online system for packaging material.
- Create a cost formulation for packaging material department which will be used as a guidance to do the price negotiation.
- Create a system and procedure of working process in purchasing of packaging material department.
- Conduct the price negotiation to the suppliers.

Achievement

1. Awards from PT. TOPPAN PRINTING INDONESIA for Increase the sales amount of wings group (PT. Sayap Mas Utama, PT Wings Surya), since January 2009 until December 2009.
2. Reduce cost for material packaging until Rp. 25.000.000.000 / year. In Mayora Indah Tbk.

Organizational Experience

1. Chief of Christmas celebration event for GPI Se-Jabodetabek from 2000 up to 2006.
2. Sunday school teacher at GPI Tangerang from 2000 – present.

Best regards,

Feri Sanjaya Saragih.