

Novi Erwani

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| summary |

Driven business development professional who effectively builds loyalty and long-term relationships with customers while consistently exceeding sales targets. Exceptional Business Development Representative who successfully grows brand Awareness through increased market penetration and new market development.

Bilingual Manager focused on exceeding quotas and developing customer relationships with domestic and international executives.

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| EXPERIENCE |

 **BUSINESS DEVELOPMENT AND MARKETING**

 *Goldex Telecom Limited, June 2011 to Mei 2013*

* Negotiated prices, terms of sales and service agreements.
* Enfance marketing exposure through effective
* website content management and direct
* correspondence with potential clients.
* Uncovered prospects and sales
* opportunities in targeted markets using external resources.
* Recruited and hired sales team of 2 employees.
* Created alternative business plans to improve customer relationships
* Key achievements
* Managed the highest volume account in assigned territory

**BUSINESS DEVELOPMENT AND MARKETING**

 *PT Direct Media 2013 to 2014*

* Targeted both offline and online consumers by designing a multi-pronged and comprehensive marketing strategy.
* Developed partnerships with local businesses to secure third party promotions.
* Worked closely with clients to identify their needs and challenges and provide solution orientated campaign.
* Cultivated and managed relationships with key clients,vendors and community partners.
* Collaborated with designers and the editorial team on marketing materials
* Managed project dead lines and monitored milestones through completion stage.

 **SENIOR BUSINESS DEVELOPMENT MANAGER**

 *Fantastrip guang zhou technology; July 2014 to June 2015*

* Increased revenue opportunities by collaborating with distribution partners.
* Managed the highest volume account in assigned territory.
* Negotiated prices,terms of sales and service agreements. Setup and maintained global account management and reporting tools and processes
* Evaluated current service needs and product satisfaction levels with established customers
* Developed new business opportunities by effectively communicating product lines to leading international corporations
* Planned and directed staff training and performance evaluations.
* Contacted customers by phone and email in response to enquiries.
* Promptly resolved all customer requests, questions and complaints.
* Buil trelationships with customers and the community to establish long-term business growth.

 **MARKETING MANAGER**

 *PT Fipper slipper Indonesia; July 2015 to July 2017*

* Expend the market through out the whole indonesia.
* Conducting survey for the potential area/market.
* Setup selling prices and also distributor price for relseer as well as end user.
* Setup marketing plan to increase brand awarness and sales.
* Preparing contract for franchisee and distributor according to the each cases.
* conduting survey for market trend and the competitor progess in the market.
* Dealing with complain from reseller
* Built relationships with customers to establish long-term buisness growth.

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| EDUCATION |

 **S1 Accounting**, IBII ,  *2008 – 2012*

* Minor in Audit

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| interests |

 Travel, Cooking, Reading

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| SKILL |

* Business Developpent
* Marketing
* Fluent in English, Bahasa, and Hakaness languages, Basic in Korean language.
* Communication
* Leadership
* Negotiator
* Ms office
* Basic PHP

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| AWARDS |

* RUUNER UP ACCOUNTIN GOLYMPIAD
* RUNNER UP ESSAY WRITER FOR GLOBAL WARMING DAY

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| references |

 References available on request