

ANTONIUS ADI WINARKO
Komp. Bumi Pasundan No. 4 Bandung 40195
Mobile. 081320349348

PERSONAL INFO

I have been working in many industry more than 10 years. And during that 10 years, I have been working in many positions, mostly sales & marketing. During COVID, I tried to learn a new skill outside the sales field that I had known for a long time. My current job is as part timer Personal Trainer / Physical Trainer.

FORMAL EDUCATION

≈ Bachelor Degree of Economics (Accounting) at INABA, Bandung	2006 - 2008
≈ Diploma Degree of Tourism at Sekolah Tinggi Pariwisata, Bandung	2001 - 2005
≈ Senior High School at Bruderan, Purworejo	1999 - 2000
≈ Senior High School at Seminari Mertoyudan, Magelang	1997 - 1999
≈ Junior High Scholl at Providentia, Bandung	1994 – 1997

CERTIFICATION

≈ ICCA (Indonesian Conditioning Coaches Assosiation) Lv. 2	2023
≈ International CPD for Sport Nutrition	2022
≈ ICCA (Indonesian Conditioning Coaches Assosiation) Lv. 1	2021

SKILLS

Sales and Promotion					
Sales cycle management					
Knowledge of area					
Promotional sales event					
Strategic sales knowledge					
Presentation					
Communication					

WORK EXPERIENCE

Year	Position	Description
2021 – now	Personal Trainer / Strength & Conditioning Coach <i>(Part timer / online)</i>	Objective : 1. Provide encouragement and support to help clients stay motivated, overcome challenges, and reach their fitness goals. 2. Develop and implement personalized exercise programs tailored to the client's fitness levels, goals, and any special needs

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2020 - 2021	Factory Manager (PT. Perusahaan Industri dan Dagang Olympia) - <i>Olympia Wafer & Biscuit</i> - <i>Napolli Chocolate</i>	3. Educate clients on proper exercise techniques, nutrition 4. Monitor and assess clients' progress regularly, making adjustments to their fitness plans as needed to ensure continued improvement. Objective : 1. Increasing product sales 2. Maintaining production 3. Costing 4. Legal permissions Skill Gained : - Communication skill - Analytical skill - Planning skill - Administration skill
2019 - 2020	Area Sales Manager, (CV. Sukses Pangan Abadi) Product : - Sunco Masterchef - Masterbaker Grande	Objective : 1. Increasing product sales, availability in industrial customer 2. Finding potential distributor & customer 3. Developing new channel distribution 4. Direct visit to handle customer complain Skill Gained : - Communication skill - Promoting skill - Analytical skill - Planning skill - Negotiation skill - Presentation skill - Selling skill
2017 – 2019	Area Supervisor (PT. Asianagro Agungjaya) Product : - <i>Camar & Harumas</i> Cooking Oil - <i>Vitas</i> Shortening & Margarine - <i>Medalia</i> Shortening & Margarine - <i>Bakeria</i> Krim Margarine	Objective : 1. Increasing product sales, availability in traditional market & industrial customer 2. Maintaining distributor sales 3. Finding potential distributor & customer 4. Monitoring competitors activities 5. Direct visit to handle customer complain Skill Gained : - Communication skill - Promoting skill - Analytical skill - Planning skill - Negotiation skill

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2011 - 2017	Sales & Promotion Supervisor (PT. Salim Ivomas Pratama – Indofood Group, Bandung) Product : - <i>Bimoli</i> Cooking Oil - <i>Palmia</i> Shortening & Baker Fat - <i>Simas</i> Margarine - <i>Amanda</i> Margarine	- Presentation skill - Selling skill Objective : 1. Coordinating, Dealing with distributor to achieve sales target 2. Assisting, Coordinating with distributor in creating CMO, CWO 3. Increasing product visibility and availability in traditional outlets. 4. Direct investigation to handle customer complain & building good relationship with customers 5. Monitoring, reporting sales & promotion activities 6. Maintaning, developing, merchandising product at traditional outlets 7. Monitoring sub-ordinates weekly activities 8. Monitoring competitors activities and executing preventive programs 9. Event organizing Skill Gained : - Communication skill - Promoting skill - Analytical skill - Planning skill - Negotiation skill - Presentation skill - Selling skill
2009 – 2011	Promoter (PT. Djarum, Bandung) Product : - <i>Djarum Super</i> - <i>Djarum Coklat</i> - <i>Djarum Black</i> - <i>LA Lights</i>	Objective : 1. Creating promotional activities in local area 2. Managing availability product by visiting outlets Skill Gained : - Communication skill - Promoting skill - Selling skill - Team work skill
2007 – 2009	Medical Representative (PT. DKSH Tunggal, Bandung) - Hirudoid	Objective : 1. Introducing, Promoting medicines to potential physician

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2006 – 2007	Store Head Asstistant (PT. Yomart Rukun Selalu, Bandung)	2. Dealing with procurement staff / manager to ensure availability of product at hospital, clinic, drug store, etc. 3. Increasing sales by dealing with potential physician Skill Gained : - Communication skill - Time scheduling - Promoting skill - Presentation skill Objective : 1. Managing store profitable include organizing all store teams, creating lokal promotion, coordinating with Distribution Centre to promote products. 2. Ensuring customer satisfaction Skill Gained : - Communication skill - Team work skill - Promoting skill - Analytical skill
2004 – 2005	Staff (Vitra Holiday Wedding Organizer, Bandung)	Objective : 1. Looking for potential customer and dealing with 2. Looking for suitable vendor based on customer preference 3. Organizing time to time moments based on customer preference Skill Gained : - Communication - Customer servicing - Time Scheduling - Team work
2003 – 2004	Tour & Guide Staff (Trans Panorama, Batam)	Objective : 1. Arranging whole / part of tour itinerary 2. Booking meals, tickets, transportation, accomodation for tour participants 3. Quoting whole / part of tour itinerary such as accomodation, transport, meals, others fee 4. Guiding / assisting tour participants from the beginning to end of tour Skill Gained :

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		- Communication - Leadership - Time Scheduling
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