

# ARTHUR ROTIKAN

## CURRICULUM VITAE



Regional Sales Manager specializing in Sales and Marketing. Experienced with all stages of sales and marketing. Have many customer databases. Strong background in sales for new customer and maintain existing customer.

### Contact

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📍 Perum Taman Alamanda Blok A6 DIY

in IGN Arthur

### Language

- Indonesia
- English

### Skill Highlights

- Sales
- Marketing
- Customer Development
- Administration in sales

### Certifications

- EF LANGUAGE Grade A
- EF LANGUAGE Course in Business Grade A
- John Robert Powers Personality Development

### Education

Bisnis Indonesia University (2008)  
Bachelor of Management

### Experience

#### PT. Kanzen Indonesia (2004 - 2007)

Supervisor Area

#### PT. Estika TataTiara TBK (2007 - 2011)

Key Account Manager

- Managed key account matters including solving issues, updating on project milestones, attending meeting and managing other communication.
- Applied excellent negotiation, upselling and sales techniques to maximise revenue
- Tracked and analysed key account trends, identifying opportunities for growth and eliminating potential threats.

#### PT. Honda Sonic Autocenter (2011 - 2014)

Development Manager

- Coordinate with company executives & sales & marketing professionals to review current market trends in order to propose new business ideas that can improve revenue margins.

#### PT. Shica Jaya Sentosa (2014 – 2015)

Sales Manager

- Responsible for overseeing daily operations in the sales department and make sure achieve target

#### PT. Bildo Bangun Perkasa (2015 - 2022)

Regional Manager

- Negotiated market consolidation to improve customer satisfaction and dealer profits.
- Implemented management changes and network restructuring strategies throughout region, identifying opportunities for acquisition of underperforming location.
- Piloted national facility enhancement scheme, which modernised all facilities within managed regions.

#### PT. Wahana Baja (2022 – Present)

Regional Sales Manager