



Mahmud Wibowo

Business Development Manager (3 years 11 months)
PT. Super Denim Indonesia (superego_co)

(+62) 81291759190 | mahmudwibowo88@gmail.com | Jawa Barat

Experience

12 years of total experience

Oct 2018 - Aug 2022
(3 years 11 months)

Business Development Manager

PT. Super Denim Indonesia (superego_co) | DKI Jakarta, Indonesia

Industry	Textiles / Garment
Specialization	Merchandising
Role	Merchandising Manager
Position Level	CEO / GM / Director / Senior Manager

Multitasking in Garment / Apparel Industries :

Sales

Controlling Sales Online Activities, such as :

- Prepare for Daily Meeting Online and Offline before 09.00 AM.
- Start Daily Coordination Meeting for 1 Hour From 09.00 - 10.00 AM.
- Make a Breakdown of Annual Sales Online Plan Targets.
- Recieve and Make Daily Sales Report to the Owner.
- Manage Sales Activity for Online Sales, such as :
 - Follow Up Existing Customer to End User by Broadcasting in Every Marketplace & WA.
 - Follow Up Pending Chat.
 - Boosting Daily Promo (Free).
 - Check Update Stock.
 - Check Upcoming Promotion.
 - Check Price for Next Promotion.
 - Preparing Next Campaign for Online Activities.

Controlling Sales Offline Activities, such as :

- Make a Breakdown of Annual Sales Online Offline Targets.
- Recieve and Make Daily Sales Report to the Owner.
- Manage Sales Activity for Offline Sales, such as :
 - Follow Up Existing Customer for Wholesales, Reseller, and End User by Broadcasting in Whatsapp.
 - Maintain Special Customer by Call or Schedule Visiting to their place/shop.
 - Arrange schedule of visits to special customers outside the city throughout Indonesia.
 - Prepare product samples to be offered to special customers.
 - Create an annual business travel budget.

Marketing

Controlling Marketing Online and Offline, such as :

- Make projections Budget of Offline and Online promotions for a year.
- Projecting and determine Influencers or Artists as Brand Ambassadors / Endorsers / Sponsors of our products.

- Coordinate with the design team for Online and Offline promotional material needs. such as: photos of new products, discount promos, promotional videos, etc.

HRD

Supervise all employees, such as :

- Directing the Job Desk of each employee.
- Manage the staffing of each division.
- Hiring and firing employees.

- Manage employee salaries and overtime.

Finance

Manage finances with the BEE System, such as :

- Creating Sales Invoice.
- Check supplier bills.
- Check customer bills.
- Enter cash flow

RnD

Manage Riset and Develop division, such as :

- Managing design process from conception through to final styling.
- Conducting market research to identify new trends, fabrics and techniques, and seeking design inspiration.
- Collaborating with team members to select seasonal themes, make edits to line, and create new concepts.
- Ensuring product is in agreement with business strategy.
- Selecting fabrics and trims.
- Creating sketches for development packages.
- Collaborating with technical designer to ensure development packages are accurate.
- Reviewing product for style and fit during presentation.
- Presenting story, mood, color boards, and samples to the Owners.

Production

Manage Production, Planning and Inventory Control. Such as :

- Perform Production Process Planning.
- Determine the place of production.
- Planning the material requirements needed for the production process.
- Supply all the needs of raw materials for the production process to the clothing convection/CMT/Garment Factory.
- Planning the capacity of the product to be produced.
- Collaborate with production and marketing departments to determine the number of consumer needs in the market.
- Perform production planning and scheduling of activities to procure raw materials on time.

Operational

- Manage the company's daily operations.
- Ensuring that each department carries out the company's strategy effectively and optimally.

Jul 2018 - Oct 2018
(4 months)

Business Development Supervisor

PT Yason Sandang Lestari (kainaku.co) | DKI Jakarta, Indonesia

Industry	Textiles / Garment
Specialization	Digital Marketing
Role	Business Development
Position Level	Supervisor / Coordinator

- Identifies, evaluates, and pursues business opportunities with partners or potential customers.
- Coordinates and negotiates with other departments to implement marketing initiatives.
- Responsible for maintaining close relationship with existing clients.
- Acquires new customers and, retains and expands existing customer relationships.
- Develops sales of products and services by investigating and resolving customer problems, recommends modifications to the product/service line, and coordinates sales negotiations with appropriate personnel.
- Responsible for meeting sales volume and revenue goals and standards for activity, such as number of sales calls.
- Reports to a manager or head of a unit/department.
- Supervises a small group of para-professional staff in an organization characterized by highly transactional or repetitive processes.
- Contributes to the development of processes and procedures. Thorough knowledge of functional area under supervision.
- Maintain Social Media

Nov 2017 - Jul 2018
(9 months)

Sales Industry

PT Kahar Duta Sarana (Bandung) | Jawa Barat, Indonesia

Industry	Computer / Information Technology (Hardware)
Specialization	IT/Computer - Hardware
Role	Consultant
Position Level	Staff (non-management & non-supervisor)

Answering queries, offering advice and introducing new products.

The work is include :

- organising sales visits
- demonstrating and presenting products
- establishing new business
- maintaining accurate records
- attending trade exhibitions, conferences and meetings
- reviewing sales performance
- negotiating contracts and packages
- aiming to achieve monthly or annual targets.
- Utilize Salesforce.com to update accounts, contacts, opportunity pipeline and utilize High Spot as appropriate.

Market Segmentation :

- Manufacture Industry
- Hospital
- Logistic and Forwarding Industry

Feb 2013 - Apr 2017
(4 years 3 months)

Business Development Manager (Kalimantan - Sulawesi)

PT. Oxy Denim Nusantara (Oxygen Denim) | DKI Jakarta, Indonesia

Industry	Apparel
Specialization	Sales - Retail/General
Role	Management
Position Level	Manager / Assistant Manager

Responsibilities :

1. Identifying new sales leads.
2. Pitching products and/or services.
3. Maintaining fruitful relationships with existing customers.

Generating leads, day-to-day duties typically include :

- Researching organisations and individuals online (especially on social media) to identify new leads and potential new markets.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to establish rapport and set up meetings.
- Planning and overseeing new marketing initiatives.
- Attending conferences, meetings, and industry events.

The challenge of actually selling, other typical duties include:

- Preparing Sample Presentations and sales displays.
- Contacting clients to inform them about new developments in the company's products.
- Developing quotes and proposals.
- Negotiating and renegotiating by phone, email, and in person.
- Developing sales goals for the team and ensuring they are met.
- Training personnel and helping team members develop their skills.
- Creative talents and the ability to solve tough problems.
- In-depth knowledge of the garment industry and its current events.
- Skill in prioritizing and triaging obligations.
- Attention to detail.

- Organizing Time Visit and Join Visit with Distributor in Area (2 weeks in Kalimantan, 1 weeks in Sulawesi).
- To produce weekly/monthly reports for the Manager.

Apr 2011 - Feb 2013
(1 year 11 months)

Operational Supervisor

PT. Oxy Denim Nusantara (Oxygen Denim) | DKI Jakarta, Indonesia

Industry	Apparel
Specialization	Purchasing/Inventory/Material & Warehouse Management
Role	Supervisor/Team Lead
Position Level	Supervisor / Coordinator

Main function : Overall responsibility for the day to day supervision of designated teams to ensure the timely manufacture, despatch and delivery of The Goods within budgeted and planned cost, quality and time parameters.

1. Key Duties :

a. Planning/Co-Ordination,

- In conjunction with the other Division as required, the timely manufacture or despatch of The Goods within our designated teams to achieve our team objectives and balanced scorecard Key Performance Indicators (KPIs) as determined by management.
- To ensure effective, safe, accurate and timely stock management.
- Provide cover for other teams / other Supervisors during periods of absence, holiday, etc.

b. Quality,

- Be responsible for ensuring that the quality of the product and service within your area is maintained at the highest possible standards for the customer.
- Meet weekly departmental/team quality targets.
- Carry out random quality inspections and ensure full checks are made on all remakes/repairs/special orders, etc.
- Work closely with the Quality department to identify recurring quality problems, agree, initiate and monitor relevant corrective action.

c. Health and Safety:

- Implement the company's Health and Safety Policy, ensuring safe working conditions and practices within your area of responsibility (e.g. manual handling, safe use of machinery and equipment, stacking & storage, etc.).
- Ensure that full pre-use & shut down checks are carried out by users of machinery/equipment.

d. Maintenance :

- Liaise with the maintenance team to ensure preventive, breakdown and specialist maintenance of all machinery and equipment within your area, ensuring that all maintenance schedules and records are updated accordingly.

2. People Management :

Ensure structured and planned training and development for self and team to maximise skill levels, flexibility, absence cover, etc. Provide timely and constructive feedback on the effectiveness of training and make suggestions for improvements.

3. Continuous Improvement

To continually review and report on resource requirements against anticipated scheduling/future business plans/new products eg; staffing levels, redeployment, training/cross training, machinery and equipment requirements whilst factoring in process and efficiency improvements.

4. Customer Service

- Ensure timely, full and accurate communication with all relevant departments on any factors which will impact on delivery dates, commitments to customers, quality, etc.
- Liaise with customers as required to ensure clarity of requirements, technical details,

overcome problems, etc.

5. Communication

- a. To keep the Manager and other relevant managers, supervisors and departments promptly advised on all relevant matters, problems or requirements.
- b. To produce weekly/monthly reports for the Manager.
- c. To ensure weekly staff briefings are held together with such other forms of regular and effective employee communication as is deemed appropriate.

Education

2012

GICI Business school

Bachelor's Degree in Business Studies/Administration/Management | Indonesia

Major Management
CGPA 2.95 / 4.0

Skills

Advanced
Intermediate

Managerial Skills

Presentation Skills, Negotiation Skills, www.salesforce.com, Microsoft Office, Sales And Marketing Skills, IT Skills, Computer Literate

Basic

Photography

Languages

Proficiency level: 0 - Poor, 10 - Excellent

Language	Spoken	Written
Bahasa Indonesia	9	9
English	7	7

Jobstreet English Language Assessment (JELA)

Date Taken 11 Mar 2012
Score 23/40

Additional Info

Expected Salary IDR 8,000,000
Preferred Work Location Anywhere in Indonesia, Other work locations

Other Information

Computer Literate :

- Ms. Office
- Instalation Computer
- Maintain Computer

My expertise :

- I like to make a good relationship
- I'm diligent
- Hard worker
- Quick learner

My weakness :
- Sometimes carefulness

About Me

Gender	Male
Age	35 years
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Nationality	Indonesia