

MOKH KHAIRIL ANAM

AREA SALES MANAGER



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ABOUT ME

My experience starts from salesman to senior manager level (telecommunication products, FMCG, Digital Banking and Startup).

EXPERIENCE

PT Payfazz Teknologi Nusantara | 2023 - at present

Area Sales Manager

Responsible for achieving net sales targets, optimizing company costs, and ensuring that the East Java area sales team targets are achieved.

PT BTPN Tbk (Digital Banking) | 2015 - 2022

Area Sales Manager

Responsible for achieving active customer acquisition (NOA) targets through agents (using the FMCG concept) as well as direct sales of BTPN Wow and Jenius products.

PT Gawih Jaya (Wismilak Cigarettes) | 2013 - 2015

Agen Sales Supervisor

Responsible for assisting & providing guidance to distributors in terms of sales & marketing to achieve distribution targets at the outlet level & achieve turnover of Wismilak cigarette products.

CV Perkasa Telkomselindo (AD Telkomsel) | 2006 - 2012

Branch Manager

Responsible for distribution, increasing subscribers and achieving Telkomsel's & recharge targets.

EDUCATION

Universitas Islam Malang | August 2000 - March 2005

Financial Management

PROJECTS

PT Gawih Jaya (Wismilak) | 2014 - 2015

Building Zone

looking for and working with new distributors in the West Sumatra area (Padang, Bukittinggi & Padang Sidempuan) to reintroduce wismilak cigarette products and achieve sales targets.

PT BTPN Tbk | 2017 - 2018

Community

in collaboration with the Nahdatul Ulama organization, which is one of the largest Muslim communities in Indonesia to provide financial literacy services to its members and ultimately achieve the company's revenue target.

Other Info

Skills

Sales & Marketing with FMCG concept

MS Excel Advance

Power BI Report