Batam, August 27th 2014

To: Human Resource Departement

, in place

With due respect,

I that the undersigned is:

* Name : Fahmi Sumefa
* Place / Date of Birth : Medan / September, 6th of 1982
* Gender : Male
* Religion : Moslem
* Education : Diploma-3 (D-3)
* Address : Komp Green Land Block C no.9 Batam Center - Batam
* Contact person : +6285287155291
* e-mail : fahmi.sumefa@gmail.com
* Marital Status : Married
* Nationality : Indonesian

Based on my work experience that 12 years for Sales and Marketing , i hereby submit the letter job application. I am very interested to your company. For your consideration ,herewith I enclose :

1. Photo : 1 sheet

2. Copy of ID card : 1 sheet

3. Curriculum Vitae : 1 sheet

4. Copy of certificated : 1 sheet

5. Reference work : 1 sheet

Similarly this application letter job i submit, my great hopes to be accepted as an employee of your company. I am waiting your reply for a good news, many thanks for the attention .

Best regards,

Fahmi Sumefa

**Curiculum Vitae**



**PERSONAL INFORMATION**

Name : Fahmi Sumefa

Place / Date of Birth : Medan / September, 6th of 1982

Gender : Male

Religion : Moslem

Education : Diploma-3 (D-3)

Address : Komp Green Land Block C no.9 Batam Center - Batam

Contact person : +6285287155291

e-mail : fahmi.sumefa@gmail.com

Marital Status : Married

Nationality : Indonesian

**Summary**

A qualified Marketing Personnel who is able to good communicate . A dedicated professional with a proven ability to team player, be a leader and Ability to understand market and work within company guidelines as set out in corporate policies , motivated to achieve to high results , calm under pressure, and take pride in work . Having 12 years to work experience.

**Work Experience**

* Senior Marketing Executive

PT Explora Prima

April 2014 – Present

Marketing Survey Service of Laser Scaning, Dimensional Control, Subsea Metrology, UAV Maping, Bathymetric, Volume Calculation for Power Plant, Fabrication, Heavy Industri, Plant / Factory. Areal Kepulauan Riau - Indonesia

* Asst Marketing and Promotion Manager

PT Kepri Sijori Mandiri

Juni 2012 – April 2014

Planing, control and coordinate the marketing and promotion processes to achieve sales targets and develop the market effectively and efficiently. Areal Kepulauan Riau - Indonesia

* Sales Engineering

PT Trijaya Usaha Mandiri

Juli 2011 – Juni 2012

Sell inkjet print products into food, baverage and drugs plant . Areal Depok ,Bogor ,Sukabumi – Jawa Barat.

* Sales Supervisor

PT Bernofarm Pharmaceutical

Februari 2009 – Juni 2011

Planing, control and coordinate the marketing and promotion processes to achieve sales targets and develop the market effectively and efficiently. Areal Kepulauan Riau – Indonesia

* Marketing Executive

BII, Danamon

Mei 2005 - Januari 2009

Looking for new user Credit Card. Areal Medan – Sumatera Utara

* Sales Promotion Men

CV Ananda

Februari 2004 - Mei 2005

Sales and Promotion Unilever`s personal care product. Based on Carrefour Plaza Medan Fair - Medan

* Sales Task Force / Spreading Motoris Sales

PT Cahaya Andika

Maret 2002 - Februari 2004

Direct retail sales. Areal Medan

Duties :

1. Analysing and Investigating price, Demand and Competition
2. Devising and Presenting ideas and strategies
3. Promotional Activities
4. Writing Reports
5. Organising schedule to meet prospective client
6. Monitoring performance
7. Presentation product to prospective client
8. Managing campaigns on social media

**Education**

* AMIK Logika Medan

Informatics and Computer Management Academy

Diploma III, Certified 2005

* SMU Kartika I – 2 Medan

Senior high school

Certified 2001

* SLTN 19 Medan

Junior high school

Certified 1998

* SD Nahdatul Ulama Medan

Elementary school

Certified 1996

**SKILL**

Marketing Comunication , Market Research, Segmentation, Marketing Strategy,

Direct Marketing, Marketing Management, Market Analysis, Competitive Analysis,

Bussiness to Bussiness Marketing, Customer Relationship Management, Online Marketing