Resume of **Mr. Hari Ismail MH Widjaja**

PERSONAL DETAILS

Gender	:	Male
Age	:	44
Date of Birth	:	14-Feb-1970
Marital Status	:	Married
Nationality	:	Indonesia
Ethnicity	:	Javanese
Religion	:	Moslem
Work Authorization Status	:	Authorized to work in Indonesia
Country of Residence	:	Indonesia
Residential Status	:	Owned
No. of Children	:	2
Owned Vehicle	:	Motorbike
Address	:	1. Jl. Garu I No. 16 Babakansari, Kiaracondong, Bandung – Jawa Barat
Contact Number	:	Home : 022 72231023 Mobile : 085 861 599 918
Email Address	:	ismailbiz@yahoo.com

CAREER INTERESTS

Expected Salary	:	Rp (Negotiable)
Industry	:	Retail, Human Services, Operation and Sales, Administration
Availability	:	Immediately
Referensi	:	Mr. SAMSUDIN (Retail Manager PT Delami Indonesia)
Phone	:	08128592003

EXECUTIVE SUMMARY / SELF DESCRIPTION

I am good interpersonal skill, with good budget, target, sales, and efficiency oriented. Good analytical skill, good adaptable and fast for learning new condition. Ability and experiences for research methodology for community development, social cultural, marketing research and customer behavior, since 1994 until 1998. Experiences in retail industry since 2000 until now.

EDUCATION AND PROFESSIONAL QUALIFICATION

Highest Academic Qualification: Degree

1988 - 1994, FISIP UNPAD, Bandung
Degree in Social Sciences / Anthropology (3.05)

1985 - 1988, Fisika, SMAN Cimindi, Cimahi
Berijasah

1982 - 1985, SMP ST Mikael, Cimahi
Berijasah

1976 - 1982, SD St Yusuf, Cimahi
Berijasah

Professional Qualification and Certification:
TRAINING : Leadership and Management, Dynamic Motivation Training, Management and Supervisory, Customer Service, Sales and Marketing

SUMMARY OF SKILLS

Language	Reading	Writing	Speaking	Listening
English	Good	Good	Fair	Good

Computer and Non-technical skills:
Microsoft Office, Other Program (AutoCAD, Corel)

WORKING EXPERIENCE

Company : PRIMER GLOBALINDO, PT
Position : Operational Manager
Periode : Peb until Sept, 2014

Job Duties :

1. Manage for operate all store and counter day to day for sales target achievement
2. Consolidation of team work under operation.
3. Upgrade sales compare last year and achievement sales target 2014
4. Create new atmosfir at all store for VM, merchandise, employee and SOP.
5. Report to GM every week and monthly

Achievements :

1. Up sale 30 % from existing sales last year.
2. Motivation and dicipline of all staf at store and counter at Dept. Store
3. Develop of training periode for new staff and senior staff
4. Create of high motivation for achievements of sales target at store and counter.
5. Develop for bazaar departmen under operation departmen
6. New mecanism for report all store and counter at daily, weekly and monthly

Company : WIRA MITRA SETIA, PT (LEVI'S OUTLET STORE)
Position : OPERATIONAL AND HRD MANAGER
Period : May, 2009 until Jan, 2014

JOB DUTIES :

1. Analysis all merchandise at all store demand
2. Analysis consumer demand.
3. Upgrade sales day to day.
4. Create new marketing and trick for upgrade sales.
5. Recruitment and training for new staff.
6. Motivator and trainer for all employee at store
7. Evaluation all employee
8. Preparing, until running for new store.
9. VM implementation
10. **Report to owner for all operation, payroll, bonus and other reward and sale all store**

ACHIEVEMENTS :

1. Building and developt store from 3 store until 14 store and **existing** until now
2. Upgrade sale and increase 10 - 25 % average every years.
3. Store have employee with good performance, motivation and highly standardst for sale and handle customer.
4. Develop for SOP and implementation

Position : OPERATION / SALES MANAGER
Company : PT TRANS RITELINDO (ORIGINAL LEVI'S STORE)
Period : Dec 2006 to May 2009
JOB DUTIES:
a. With merchandiser creates and report for goods, sales, and visual merchandiser.
b. Analysis of goods: fast moving, slow moving and dead moving.
c. Report to Merchandiser for customer demand, trend and customer request.
d. Planning with merchandiser for discount and promotion agenda.
e. Responsibility for opening new store under flag of PT TRANS RITELINDO
f. Responsibility for all operation store under flag of PT TRANS RITELINDO
g. Reporting on the General Manager
h. Responsibility for store development, employee development, training, goods and sales
i. Concept or and setup for SOP for operation store.

ACHIEVEMENTS
a. Up sales for all national stores until 25 % in 2008 compares 2007.
b. Recommendation for merchandise at store.
c. Develop and implementation for store expansion.
d. Develops and implementation for SOP and operation.
e. Can up of motivation and working mentality for all employees at store.
f. Ddevelop of new mechanism; trick and sales technic for go the hit target.
g. Efficiency for all operation to get minimum cost.
h. Maximum of sales and man power, to get hit target with training and motivation.

Position : AREA SALES MANAGER
Company : PT BERCA INDOSPORT (AUTHORIZED NIKE RETAILER)
Period : Jun 2003 to Dec 2006
JOB DUTIES:

· Up sales this area and each store until 28.9 % in 2005 compare 2004.
· Manage of man power, goods and store operation to go the target.
· Build, planning, and executed of local event to push of sales.
· Recruitment, training and evaluation to all employees in this area.
· Work with semi independent to hit target.
· Watching for all grow up, customer, competitor and trend market.
· Good relationship with all relation for builds the goal.
· Develop of new mechanism; trick and sales technic for go the hit target.
· Efficiency for all operation to get minimum cost.
· Maximum of sales and man power, to get hit target with training and motivation.
· Estimated of goods, order request for good stock for support of sales.
· Planning of budget, forcase for annual and monthly, and other cost.
· Planning of work program for day, monthly and annual.

Position : **Store Manager**
Company : PT RIA TOSERBA
Period : Jul 2002 to Jun 2003

Job Duties / Achievements:
• Manage of supervisor in division supermarket and fashion, and supporting unit.
• With purchasing made of fashion category management.
• made of procedure and administration for in and out of goods in store.
• Made of employee training and development
• Estimated of goods, stock and administration of sales and margin

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Position : **Supervisor Store**
Company : **PT RAMAYANA LESTARI SENTOSA**
Period : **Feb 2000 to Jul 2002**
Job Duties / Achievements:
2000 - 2002 PT RAMAYANA LESTARI SENTOSA, Tbk
Jakarta, Bogor dan Sukabumi

JOB DUTIES AND ACHIEVEMENT :
· Contribution to our department with grow up of sales until Rp 100.000.000,- every month.
· Processing of selection, recruitment and training for new employee.
· Controller of warehouse administration and counter with inventory.
· Check and control of budget discount and book keeping for don't over limit.
· Watching of trend fashion and customer demand.
· Learning of material and quality

I'am declare this CV is valid and true.

Your Sincerely,

Hari Ismail MHW