

# PROFESSIONAL PORTFOLIO

Sales | Customer Service | Team Coordination



## SEPTI ANDRIYANA

Sales & Customer Service Professional

### CONTACT

- Available Full-Time
- Open to Remote/On-site

### CORE SKILLS

- Outbound Sales & Cold Calling
- Customer Support (Chat/Email)
- E-Commerce & Lead Conversion
- CRM & Pipeline Management
- Client Relationship Building
- Project Coordination
- Team Leadership & Coaching
- Sales Reporting & Analysis

### STRENGTHS

- Results-Driven Mindset
- Fast-Paced Adaptability
- Strong Communication
- Analytical Thinking
- Team Collaboration

### ACHIEVEMENTS

- ★ Multiple Best Sales Awards
- ★ 12+ Years of Experience
- ★ Top Performer Recognition

## ABOUT ME

A dedicated and results-driven Sales & Customer Service Professional with over 12 years of experience in two competitive industries. Known for consistently exceeding targets, leading teams, and delivering exceptional customer experiences in fast-paced environments.

## PROFESSIONAL EXPERIENCE

### Samsung — Sales Representative

10 Years

- Developed deep expertise in consultative selling and customer engagement in the electronics market.
- Consistently met and exceeded monthly sales targets, earning top performer recognition.
- Built lasting relationships with hundreds of satisfied customers across diverse demographics.

### Automotive Sales — Sales Representative

2 Years

- Managed the full sales cycle for high-value automotive products, from prospecting to deal closing.
- Conducted needs assessments, test drives, and negotiations to deliver exceptional buyer experiences.
- Sharpened ability to handle complex, high-ticket sales with consultative approach.

### Project Coordination & Team Leadership

Ongoing

- Coordinated multiple sales projects simultaneously, ensuring timely execution and stakeholder alignment.
- Helped teams consistently meet and exceed targets through performance monitoring and motivation.
- Organized team schedules, delegated tasks, and maintained clear communication channels.
- Prepared detailed sales reports, performance summaries, and management insights for strategic decisions.

## KEY ACCOMPLISHMENTS

#### 12+ Years

Professional Sales Experience

#### Multi-Industry

Electronics & Automotive

#### Award Winner

Best Sales Awards

#### Team Leader

Coordination & Reporting

## PROFESSIONAL PROFILE

- Reliable and self-motivated with a genuine commitment to customer satisfaction and business growth.
- Thrives in high-pressure, fast-paced environments with a focus on delivering measurable results.
- Available full-time and ready to contribute from day one in any sales or coordination role.