



Chaerul Umam

Sales and Marketing Supervisor

PT SIWS – Sumi Indo Wiring Systems

(+62) 81314481995 | tyanrahayu1@gmail.com | IDR 9,000,000 | Karawang, Jawa Barat

Experience

12 years of total experience

Dec 2020 – Present

(3 Year 1 months) Sales and Marketing Supervisor

PT SIWS | Indonesia

Industry Automobile / Wire Harness / Vehicle

Position Level Supervisor / Coordinator

1. Budgeting base on OEM data vs GAIKINDO data before propose to management.
2. Forecast controller : Monthly control for forecast customer fluctuation
Model by model until part by part.
3. Achieved target of Cost Up claim : SPV each account has target for claim to customer about cost up due to global situation. (Do research, meeting with overseas, made material amount impact, propose to customer, presentation and get approval customer).
4. Control level stock finisg good and level over stock material.
5. Follow up and processed whole RFI, RFQ project.
6. Make profitability price vs cost and discussion with Thailand/Japan (Sales/Designer) when found discreperency of profit.
7. Coordinate with customer, internal and overseas if have new project from beeding, audit until mass production.
8. Joint pre-production meeting with designer Thailand/Japan each new project (Every 2 week)
9. Coordinate whole section to reach Target Quality Cost Delivery trough conducted Plan Do Check and Action appropriately whole activity.

10. Support customer request CR negotiation, VAVE activity whole activity to get strong relationship.

Achievement :

※ CR in sales : Made SFOC Ver.01 & SFOC Ver.02 ► Replace manual operating process for inputing ordering and forecasting becomes automate process of sales staff (Efficiency time from 4 day /32Hour ► 0.5Hour /CR 31.5hour).

※ CR in sales/PPC/Purchase : Made local systems Macro VBA Excel to check and control planning, level stock, preventive over stock.

※ Get claim cost proposal to customer : FY21 : IDR 1.1BIO - FY22 : IDR 1.8BIO

Nov 2019 – Dec 2020

(1 Year 1 months) Sales and Marketing Supervisor

PT SIIX EMS Indonesia | Indonesia

Industry Automobile / Assembly Circuit Board / Vehicle

Position Level Supervisor / Coordinator

1. Accomplishes manufacturing staff results by communicating job expectations; planning, monitoring, and appraising job results; coaching, counseling, and disciplining employees; initiating, coordinating, and enforcing systems, policies, and procedures.
2. Maintains work flow by monitoring steps of the process; setting processing variables; observing control points and equipment; monitoring personnel and resources; studying methods; implementing cost reductions; developing reporting procedures and systems; facilitating corrections to malfunctions within process control points; initiating and fostering a spirit of cooperation within and between departments.
3. Administration : RFI, RFQ, Quotation regular and new project
4. Coordinate and follow schedule new biz and new project.
5. Coordinate with related section to reach customer target (Regular & New project).
6. Hire new potential customer for other business field, Selling import part from group overseas.

Jan 2017 - 2019

(2 years 1 month) Senior Sales & Marketing

PT Toyota Tsusho Metals Indonesia | Indonesia

Industry Manufacturing / Coil Center

Position Level Senior Staff (non-management & non-supervisor)

1. Maintain existing customers

- Forecasting : calculated the accuracy of forecast and order
- Problem solve : Take handle whole of trouble issue as well
- New project

2. Price calculation

- Make quotation
- Approval sheet
- Negotiation
- RFQ

4. Administration

- Closing activity
- Invoicing
- Cost control

Sep 2011 - May 2017

(5 years 9 months) Senior Staaf Technical & Sales

PT Kansai Paint Indonesia | Jawa Barat, Indonesia

Industry Manufacturing / Paint Automotive

Responsibility :

1. Ensure growth the company everytime, within achieve for sales target, Market research, customers relation.
1. Comprehensive of knowldege, material, formulation, customers and how making product.
2. Maintain product and all customers account.
3. Reporting : Daily report, weekly report & monthly report.
4. Weekly sales meeting : Explain about anything progress of business to other team sales and Head of sales Department.
5. Presentation to introduce company profile then explain all product to get new potential customers.
6. Joint contest new project with other competitor.
7. Problem solving and good handling to judgement or adjustment.
8. Coordination with Production and PPIC to making forecast and ensure running regular.
9. Making Quotation, Cost Analyst, Price Calculate. Document

Achievement :

I have twice gain promotional position and acceleration to step up on 2012 and 2014. Reference by Japanese Director.

Cause :

1. Attendants 100%
2. Get a big project sales amount USD 300K-400K/month
3. Increase the market share from 3% become 28%

Education

2014 Universitas Gunadarma

Associate Degree in Computer Science/Information Technology | Indonesia

Major Management Informatika

CGPA 3.14 / 4.0

Web Design Development : Macro VBA Application for Office or Industrial

Training

1. MC Training – Mitsubishi Training
2. PPM Management – Presentation Skill
3. CICOM BRAINS – Performance Management Systems

Certification

1. British Council – CEFR Core Test : B1 :310 Intermediate = 460 TOEFL
2. British Council – CEFR Speaking Test : B1 :329 Intermediate = 460 TOEFL
3. Sumitomo – Antribribery and corruption
4. Sumitomo – Competetion Law

Project

1. SFOC Ver.01
2. SFOC Ver.02