



Asep Jamaludin, CWM, CLI

Residence : Kp Irian No. 20 Rt.16/006 Serdang Kemayoran – Jakarta Pusat
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Personal Information

Full Name : Asep Jamaludin
Place, Date Birth : Garut, 17 February 1979
Gender : Male
Marital Status : Married
Religion : Islam

Competencies

1. Training Delivery (Trainer & Facilitator)
2. Training Roadmap & Module Development.
3. Training Need Analysis Training Facilitating.
4. Coaching, Mentoring & Leadership.
5. Recruitment Process & Execution.
6. Training Reporting, Analysis & Evaluation.

Career History & Achievement

May 2021 – Present

Company : Allianz Life Indonesia
Level : Manager
Position : Bancassurance Learning Manager

Job Desc :

- ☐ Prepare monthly training activities
- ☐ Prepare monthly training memo
- ☐ Prepare and Develop Sales Learning Roadmap and Syllabus
- ☐ Develop training materials for non products
- ☐ Observe, Feedback trainers delivery and content as part of team development
- ☐ Deliver training (if necessary)

June 2020 – May 2021

Company : AXA Mandiri Financial Services
Level : Assistant Manager
Position : Learning & Module Development HNWI Specialist

Job Desc :

- ☐ Prepare development road map for priority financial advisors & Bank Staff
- ☐ Develop training material based on need
- ☐ Prepare and Develop Sales Learning Campaign
- ☐ Train The Trainer for new modules
- ☐ Observe, Feedback trainers delivery and content (*voluntary*)

Feb 2018 – May 2020

Company : AXA Mandiri Financial Services
Level : Assistant Manager
Position : Regional Trainer HNWI Specialist

Job Desc :

- ☐ Prepare development road map for priority financial advisors
- ☐ Coaching for existing priority financial advisors
- ☐ Develop training material based on need
- ☐ Group Discussion Session for priority financial advisors

Achievements :

- ☐ Wealth Management Certification Course

Sept 2015 –Jan 2018

Company : AIA Financial Indonesia

Level : Assistant Manager

Position : Senior Trainer Banc assurance

Job Desc :

- ☐ Develop Training Material (Soft Skill)
- ☐ Delivering induction training for new banc assurance.
- ☐ Delivering Leadership Program
- ☐ Sales Mentoring, Coaching for ISM & Bank Staff

Training have been Delivered :

- ☐ Leadership Orientation Program for Area Business
- ☐ Build My Premier Team for Area Business Manager
- ☐ Build My Gold Team for Regional Business Manager
- ☐ Coaching Skill For Area Business Manager & Regional Business Manager
- ☐ Basic Management Effectiveness Program BMEP (BMEP 2.0)
- ☐ Training Reporting, Analysis & Evaluation.
- ☐ Train internal trainer on BSEP.
- ☐ BSEP Program for Sales Leaders (RBM & ABM)

☐ BSEP for Citi Bank RM

Achievements :

PDPA Best Trainer 2016

April 2014 –Sept 2015

Company : Indonusa Telemedia (Transvision)

Level : Senior Staff

Position : Training & Development Senior Staff (Change Management Organization)

Job Desc :

- ☐ Develop Training Material (Soft Skill)
- ☐ Delivering induction training for new Sales Staff.
- ☐ Delivering Leadership Program for existing sales staff & sales leaders
- ☐ Develop Sales Project Plan & Execution
- ☐ Sales Recruitment

Training & Project have been Delivered :

- ☐ Module Development Product Knowledge & Channel Module (New)
- ☐ Sales coaching module and tools for sales leaders
- ☐ Sales commission & incentive scheme

July 2013 – February 2014

Company : Achieve Global Indonesia
Level : Senior Staff
Position : Training Performance Consultant
Job Desc :

- ☐ Delivering training for client on Leadership, Professional Sales Coaching and Selling Skill .
- ☐ Create and maintain business with client of Achieve Global Indonesia
- ☐ Customizing Module to give valid training program based on Analysis

Sept 2011 – July 2013

Company : PT. LinkNet – FirstMedia, Tbk
Level : Staff
Position : Sales Trainer & Facilitator
Job Desc :

- ☐ Training & Analysis
- ☐ Delivering internal & external training.
- ☐ Doing Coaching for new direct sales, new tele sales, new contact center employees & existing one.
- ☐ Organizing training activities.

Training & Project have been Delivered :

- ☐ Project Leader for Direct Sales Basic Training activities
- ☐ Project Leader for Tele sales Basic Training activities
- ☐ Project Member for Staff level Outbound program
- ☐ Project Member for Supervisory Development Level 2
- ☐ Project Member for Campus Recruitment
- ☐ Project Leader for Media Advertising Recruitment
- ☐ Project Member for Sales Recruitment
- ☐ Increasing number of Direct Sales from 150 becoming 500 persons in 6 months
- ☐ Has done +/- 150 coaching sessions for this recent 15 consecutive months
- ☐ Has delivered +/- 525 training hours for this recent 15 consecutive months

2008 – Sept 2011

Company : PT. LinkNet – FirstMedia, Tbk

Level : Senior Staff

Position : Contact Center Supervisor

Job Desc :

- ☐ Monitoring For Service Level Of answering Call
- ☐ Monitoring and achieving contact center sales target

- ❑ Team development through mentoring and coaching

Education Background

1999 – 2003 : Universitas Jenderal Soedirman (UNSOED) Faculty of Economic Majoring Studi Pembangunan (IESP), Purwokerto Jawa Tengah.

1996 – 1999 : SMU Negeri 2 Tarogong, Garut Jawa Barat.

1992 – 1996 : Pondok Pesantren Persatuan Islam 76, Garut Jawa Barat.

1986 – 1992 : SD Negeri Sukamulya, Garut Jawa Barat.

Informal Schooling & Training Attended

2018 : Certified Wealth Manager (CWM), MMUGM – IBI Indonesia

2018 : Certified Pangantar Asuransi Jiwa & Pengantar Organisasi Perusahaan Asuransi Jiwa, AAMAI – Indonesia

2016 : Bancassurance Sales Effectiveness Program (BSEP), AIA – Head Leadership Office - Bangkok

2013 : Executive Presentation Skill, Achieve Global Indonesia.

2013 : Professional Selling Skill, Achieve Global Indonesia.

2013 : Problem Analysis (Kepner Trogue Approach), PT. Link Net -FirstMedia

2012 : Supervisory Development Program Level 2, PT. Link Net - FirstMedia

2012 : How to triple your sales Training, James Gwee Group

2012 : How to Develop Effective Module Workshop, PT. Link Net – FirstMedia

2012 : Train The Trainer Workshop, PT. LinkNet – FirstMedia
2011 : Supervisory Development Program, PT. LinkNet – FirstMedia
2011 : Beliefs that will change Workshop, PT. LinkNet – FirstMedia
2011 : Presentation Skill, PT. LinkNet – FirstMedia
2011 : 8 Habits for Productivity, PT. LinkNet – FirstMedia
2010 : 360 Degrees Leader Workshop, PT. LinkNet – FirstMedia
2010 : Time Management, PT. LinkNet – FirstMedia
2009 : Fundamental Coaching, PT. LinkNet – FirstMedia
2005 : Basic Training For Contact Center, President Business Institute

