***CURICULLUM  VITAE***

**YULIESTI HASBIANDARI, CFP, AWP**

Kalibata City Apartemen

Tower Kemuning 9/BF

Jl. Kalibata Raya No 1.

Jakarta 12750

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Email            :  [yuliestir@gmail.com](mailto:yuliestir@gmail.com)

**Profile**

An experience with strong motivation in pursuing career development.

Her good educational background, pleasant & neat personality, good capability, honest, sincere, energetic, good communication skills, fast learning, hard working, flexible, sociable, yet respect in creativity and arts will further support her to deliver her best to the company.

**Personal details**

Place / Date of  Birth : Ujung Pandang, 9 July 1973

Sex : Female

Nationality : Indonesian

Language : Bahasa Indonesia, Good English both oral & written

**Formal Education**

1992 – 1997                                   : University of Padjajaran, *Bandung, Indonesia*

Majoring in Public Relation

*Graduate, with certificate*

**Skill**

                                                           : Able to operate such computer programme as

Microsoft Words, Microsoft Excel, Powerpoint.

**Training**

: 2007, Toefl Class – **EF course**

                                                             : 2006, **ESQ Reguler**

: 2005, Train to Trainer Program – **AVON In House**

: 2004, Problem Solving Process Training

: 22 Nov – 27 Des 2014, Certified Financial Planning

**Multimatics Business Management Program**

: 25 Maret 2015, The Best of Me – **AIA Financial**

**Strength**

: Good contribution in a team, Adaptable to

something new, Fast learning and responsible,

      Highly motivated and hardworking, Good

      interpersonal skills and leadership.

**Other interest**

                                                                 : Organization, reading, swimming, and

photography

**Reference**

                                                                  : Kindly available upon request.

**Expected salary**                                   : To be negotiable

Sincerely Yours

**YULIESTI HASBIANDARI**

**Job Experiences :**

**- Agency Learning Executive**

**PT Allianz Life Indonesia, Assurance Company ( May 3rd 2017 – now)**

* Deliver Training Program as scheduled, Implement and Monitoring to support the company overall business strategic and operational goal throughout the Agency Distribution Channel so the new agents can start they first selling, existing agent can perform professional selling, manage their activities, increase case size and growth on case count and also inspired to become a Leader.
* Contributing to Syariah modules and business by project
* Helping Claim division
* In daily, to provide updated information regarding products, new business, claim, medical requirements, operation & procedures, etc.
* Program Implementation & Monitoring to ensure the program in line with agency needs
* Deliver training to trainer for team agency Executive ( Senior Sales Head, Sales Head & Business Development Specialist), Business Support of regional recruitment
* Provide training logistic & preparation to participants
* Program Evaluation & Review to maintain high quality standard on all training programs;
* Conduct training need analysis through agency in national area
* Hand in hand evaluate & review the effectiveness of training programs with Regional Development Head and agency

**- Agency Development Manager**

**PT AIA Financial, Assurance Company ( June,2nd 2014 – April,28th 2017)**

* Deliver Training Program as scheduled, Implement and Monitoring to support the company overall business strategic and operational goal throughout the Agency Distribution Channel so the new agents can start they first selling, existing agent can perform professional selling, manage their activities, increase case size and growth on case count and also inspired to become a Leader.
* In daily, to provide updated information regarding products, new business, claim, medical requirements, operation & procedures, etc.
* Program Implementation & Monitoring to ensure the program in line with agency needs
* Deliver training to trainer for team agency Executive ( Senior Sales Head, Sales Head & Business Development Specialist), Business Support of regional recruitment
* Provide training logistic & preparation to participants
* Program Evaluation & Review to maintain high quality standard on all training programs;
* Conduct training need analysis through agency in Jabodetabek area
* Hand in hand evaluate & review the effectiveness of training programs with Regional Development Head and agency

**-Assurance Agent**

**PT Prudential Life Assurance, Assurance Company ( May 2011 – May 2015)**

* Responsible for selling the product
* Responsible for maintaining the customer
* Responsible for handling for customer complaint
* Responsible for educating the customer about their facilities

**- Sales and Marketing Manager ( March 2006 – March 2011)**

**PT ILHAM FAJAR PRATAMA, Mining and Trading Company**

* Responsible for developing and implementing marketing concepts
* Responsible for manage sales people, administration and employee personal
* Responsible for business contract and working contract
* Responsible for achieving target of customer
* Responsible for maintaining customer

**- Area Training Manager (Jan 2005 - Feb 2006)**

**PT. AVON Indonesia,** Direct selling company,cosmetics manufacturing specializing in cosmetics, fragrance, talk, jewellery and intimate apparel

* Responsible for training executive and supervisor level
* Responsible for all ‘Roll Out’ for all activities of sales training in the area  (West Java, Sumatra, and Kalimantan)
* Responsible for manage sales people, administration and operator
* Responsible for maintain customer relations
* Responsible for scheduling and planning all training
* Responsible for monitoring implementation sales training
* Responsible for developed and motivated sales coordinator

**- Branch Sales and Operations Manager ( Sep 2003 - Desember 2004)**

**PT. AVON Indonesia,** Direct selling company,cosmetics manufacturing specializing in cosmetics,fragrance, talk, jewellery and intimate apparel

* Responsible for sales achievement Pekanbaru branch

* Responsible for manage sales people

* Responsible for maintain customer relations (dealers and coordinators)

* Responsible for enlarge market which coverage Pekanbaru area's

* Responsible for operational branch activities

* Responsible for inventory stock and make sure there is no out of stock

      for product under campaign

* Responsible for recruitment, training and development sales coordinator

**- Public Relations Executive (Nov 1999 - Dec 2002)**

**PT.  JAPFA Comfeed Indonesia Tbk,** Public listed company, one of leading poultry company

* Responsible for mantain relationship with press

* Responsible for PR campaign - advertorial, press

* Responsible for handling press conference and press release

* Responsible for making newspaper clipping for company issued

* Responsible for preparation the shareholder meeting press

* Responsible for handling making the company profile video

* Responsible for preparation the event National and International such

      as Exhibiton Agro and Chess Tournament

* Responsible for report to PR Manager and Head Dept

- **Financial Advisor ( April 1999 - Oct 1999)**

**LIPPOBANK Lampung, Financial Company**

* Responsible for mantain relationship with the client

* Responsible for target achievement

* Responsible for selling the insurance product

**- Reporter ( Juni 1998 - Maret 1999)**

**TVRI B. Lampung, National Media electronic**

* Responsible for reporting the news

* Responsible for writing the articles

* Responsible for handling pre productions