

# CURRICULUM VITAE

## A. PERSONAL DATA



Name : Suharda  
Place/Date of Birth : Kuningan, 22<sup>nd</sup> August 1964  
Status : Married  
Religion : Moslem  
Address : Permata Regency Block A6-02  
Cibitung Bekasi 17520  
Mobile Phone No. : 0812 8572 899  
E-mail : suharda99@gmail.com

## B. EXECUTIVE SUMMARY/SELF DESCRIPTION

- Extensive network with CEO mineral mining business sector and government
- Result oriented sales and marketing, analytical thinking and innovative, full range of sales and marketing experiences, order processing and logistic experience

## C. EDUCATION

STIE Trianandra Jakarta  
Magister Management  
Major in Marketing, graduated in 2016

University of Islam Nusantara Bandung  
Major in Management  
S1 degree, graduated in 1996

## D. RELATED KNOWLEDGE, SKILLS AND ABILITIES

- Extensive experience in Marketing and Selling,
- Extensive experience in SAP production : SD Module & MM Module
- Having proven record on marketing and selling of the upstream/downstream - mineral & coal business., electrical & mechanical products, governor & generating sets
- Understanding of ISO 9001, ISO 14000, OHSAS 18000 and ISO 17025

## E. PROFESSIONAL EXPERIENCES

### **PT. Surveyor Indonesia (Persero) (Nopember 2016 – Present)**

*As Marketing & Business Development Expert (Consultant)  
Mineral and Coal Services Division*

### **STIE Trianandra Jakarta ( 2016 – Present)**

*Permanent Lecturer majoring in Management - NIDN 0322086402*

*For the following subject :*

- *Manajemen Strategi*
- *Manajemen Pemasaran*
- *Teknik Proyeksi Bisnis*
- *Teknik Pengambilan Keputusan*

**PT. Sucofindo (Persero) (September 2013 – 2016)**

*As Marketing Expert (Consultant)  
Mineral Strategic Business Unit*

**PT. Geoservices ( November 2009 – August 2013)**

*As Senior Marketing Manager  
Mineral Laboratory Division and Inspection Services Division*

**PT. Sucofindo (Persero) ( June 2007 – October 2009)**

*Mineral Strategic Business Unit  
As Marketing Business Development Specialist*

**PT. Heidelberg Indonesia (September 2005 – March 2007)**

*As Assistant Operation Manager*

**PT. Wartsila Indonesia (April 2003 – August 2005)**

*As Service Sales Support*

**Public Accountant Firm” Bachsyaini Husein & Co “( Sept’ 2000 – March’ 2003)**

*As Marketing/Relationship Manager*

**PT. Makmur Meta Graha Dinamika ( June 1999 – August 2000 )**

*As Marketing Manager*

**PT. Bangun Panca Sarana Dirgantara ( August 1996 – May 1999)**

*As Sales/ Marketing Manager*

**PT. Trisandhya Prima Diesel (January 1993 – August 1996)**

*As Sales executive*

**F. TRAINING**

- SAP & ISO
- Leadership
- Selling Skill I & II
- Advance Selling Skill : Price and Business Argumentation
- Quality Management
- Time Management

**G. MEMBERSHIPS**

- Perhapi (Perhimpunan Ahli Pertambangan Indonesia)
- EMD (The Indonesian Forum for Mineral Exploration and Development Association)

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