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| --- | --- | --- |
|  | **CURRICULUM VITAE** |  |
| Name | : MUJIONO | |
| Sex | : Male | |
| Place and date of birth | : Banyuwangi, July 15th,1975 | |
| Email | : [mujiono.334426@2freemail.com](mailto:mujiono.334426@2freemail.com) | |
| Education Level | : Bachelor (S1) | |
| Marital Status | : Married | |
| Religion | : Moslem | |
| High | : 168 cm | |
| Weight | : 64 kg | |



**Latest Educational Background**

* Faculty of Agriculture Technology, Bogor Institute of Agriculture graduated 1997

**Working Experience**

* **July 2014 – Present**

Company

Position

Job Desc

: Mitra Santri Mandiri

: ***Director***

: Responsible for all business operations both of commercial and technical

operational matters and administrative as well. Manage all business partners which

is all Pesantren all over indonesia

* **April - July 2016**

Company

Position

Job Desc

: Mustika Ratu Tbk

: ***General Manager Corporate Development***

: Responsible all business performance which is including performance review and

analysis and provide mitigation and development for any operational and business

issues to reach company business goals and targets such as operation effectiveness,

manpower development, cost ratio, promotion and marketing cost and execution etc.

Report to Corporate and Marketing Director

* **January 2014 – March 2016**

Company

Position

Job Desc

: Mustika Ratu Tbk

: ***General Manager Sales & Distribution***

: Responsible all business related with sales, distribution, logistic, trade marketing

and promotion, consumer activation, channel development, sales information system

and also merchandising for both of General Trade channel and Modern Trade

Channel all over Indonesia.

These responsibilities and functions synchronized and executed in line with other

business activities to achieve company target especially sales target for short term

and long term period. Main strategy was related with integrated sales and

marketing, integrated distribution, trade and consumer activation, credit limit,

collection, distributor management, selection, evaluation and assignment, cash flow

management, coverage, distribution, merchandising, people management,

administration and also customer services. Report to Sales Director

Promoted 3 times during 3 years working period due to working performance and company business need:

* + ***Regional Manager East Indonesia*** (East Java, Bali Nusra, Sulawesi, Papua)Surabaya based, for 3 months (Oct – Dec 2013) and promoted as NSM, move to Jakarta
  + ***National Sales Manager*** (all over Indonesia, all channel), for 14 months(Jan 2014-February 2015), promoted as General Manager Sales and Distribution
  + ***General Manager Sales and Distribution*** (all areas, all channel) for 13months (March 2015-March 2016), promoted as General Manager Corporate Development, holding company.
  + ***General Manager Corporate Development*** (Holding company), since April2016
* **June 2012 – September 2013**

Company

Position

Job Desc

: Renoir Consulting for PT Bentoel Group

: ***RTM Implementation Manager***

: Responsible for all activities related with Route To Market project implementation

which focus on channel development, distribution expansion which is include

outlets surveys, setup coverage design, territory management, route establishment

and management, outlet selection, resource need analysis, product/brand

management, trade marketing support program, consumer activation program and

integrated sales and marketing activation. .

* **August 2011 – April 2012**

Company

Position

Position

Job Desc

: PT Surya Madistrindo (Gudang Garam)

: ***Regional Manager Kalimantan*** (August 2011-April 2012)

: ***Area Manager Solo*** (Oct 2009-August 2011)

: Formerly, I’m responsible as Area Manager Solo, Central Java which is cover

Solo, Boyolali, Salatiga, Klaten, Sukoharjo, Karanganyar and Sragen areas for all

area business operation aspects.

Awarded as 1 of The Best AM and promoted as Regional Manager for Kalimantan

when I were passing panel selection process with senior management and board of

director.

As Regional Manager, I am responsible for all business aspects in my respective

region such as product and resources management related with sales and marketing

activities, ensure SOP implementation as well. Report to General Manager

Operation East

* **December 2005 – September 2009**

Company : PT TJB Power Services (Medco Energi Group)

Position : Quality and HR Dev Leader

Job Desc. : I am working at Tanjung Jati B Coal Fired Power Plant (2x660MW), Jepara, Central Java and responsible for recruitment, training and development (competency assessment, competency profiling, job weight and job description development and analysis, define training need analysis, execute and monitor training program, facilitate internal and external training program, conduct training implementation and evaluation review), performance appraisal, organization development and sustainability and Management Trainee program as well.

Promoted and responsibility enhancement 3 times during 4 years working period:

* + ***Training Officer***, for 13 months (Dec 2005-Dec 2006) responsible for all trainingneed analysis and execution, mandatory requirement for business and legal entity establishment as well. Promoted as Training and Quality Leader
  + ***Training and Quality Leader,*** 15 months (Jan 2007-March 2008), Report to SiteManager. Promoted as HR Dev and Quality Leader
  + ***HR Dev and Quality Leader*** since April 2007, responsible for Organizationdevelopment, Risk Management and mitigation, Business process implementation and maintenance. Report to Site Manager
* **February 2005 – August 2005**

Company : PT Philip Morris Indonesia

Position : Field Sales Trainer for East Indonesia (East Java,Bali,

Nusra, Papua)

Job Desc. : Part of Sales Organization Development function who responsible for people

development (Supervisor and salesman level) in my respective region to analyse our

performance in the region and create development activities for our employee and

distributor’s employee by training both of classroom and field trainings. Report to Sales

Organisation Development Manager in head office and Regional Sales Manager in the

Regional Sales Office (dot line).

Promoted 3 time during 3years working period:

* + ***District Sales Supervisor, eastern east java***, for 18 months ( May 2002-September2003). Report to Regional Manager East Java. Promoted as Sales Supervisor Modern and Special Outlet Greater Surabaya
  + ***Sales Supervisor Modern and Special Outlet Greater Surabaya,*** for 17 months (Oct2003-Feb 2005). Report to Regional Manager and General Manager Key Account. Promoted as Field Sales Trainer, Eastern Indonesia since March 2005. Report to Sales Organization Development (SOD) Manager
* **March 2001 – December 2001**

Company : PT Unilever Indonesia, Tbk

Position : Territory sales Supervisor (Central Java)

Job Desc. : Managing distributor in my territory to achieve sales target, responsible with sales

activities by distributor’s sales team include coverage, distribution,merchandising,

administration and customer’s servicesto achieve area target. Report to Area Sales

Manager

**Training**

2008 : Business Management, Quality and Development Training :Fortum,Finland

2008 : IMS Auditor Training, Neville Clark Ind & Bureau Veritas Indonesia, Jakarta

2007 : Quality auditor Training : Neville Clark Indonesia, Surabaya

2004 : Key Account Management Training II: PT Philip Morris Indonesia, Jakarta

2004 : Basic Key Account Management Training: PT Philip Morris Indonesia, Jakarta

2003 : Coaching and Counselling Technique : PT Philip Morris Indonesia, Jakarta

2003 : Behavioral interview/ Competency Based Interview: PT PMI, Jakarta

2002 : Supervisory Training : PT Philip Morris Indonesia, Jakarta

2002 : Business Development Plan : PT Philip Morris Indonesia, Jakarta

2001: Management Motivation Program : PT Unilever, Sentinel group,Jakarta

2000 : Marketing and Business Training : PT Zurich Life Insurance Indonesia

Jakarta, January 201