

MUHAMMAD RIZALDI AKBAR

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Tangerang, Indonesia

Political Science graduate with multidisciplinary experience in E-commerce, Sales, and Project Implementation. Internship experiences at PT BFI Finance (Project Implementation), Ruang Guru (Sales Trainee), and PT Gondowangi Traditional Kosmetika (E-commerce) have honed my analytical skills, effective communication, team integration, and good time management. With this experience, I am very interested in contributing to Project Implementation, Sales, or E-Commerce and Management Trainee positions and will be great asset for the company

Work Experiences

PT. BFI Finance - South Tangerang, Indonesia

Jan 2025 - May 2025

Intern Project Implementation

Companies engaged in Financing with guarantee BPKB

- Lead a team to became the second best group when understanding the material in class.
- Evaluating effectiveness of Dealer Financing and resulting increase funding rate up to 55% at Tangerang Branch
- Executed Branch Routine Business projects, contributing to the achievement of 180% of the NDF Car target at Tangerang Branch
- Contributed for Branch Routine Business Project and achieve 103% of the NDF Motor Target at Tangerang Branch
- Implement Front End Routine Project and impacted of Delinquency 1,50% at Tangerang Branch

Ruang Guru - Cibubur, Indonesia

Jun 2024 - Aug 2024

Sales Trainee

Ruang Guru is one of the companies engaged in education in Indonesia

- Conducted sales presentations at 4 schools
- Analyzed data from 240 students to identify potential target markets and develop targeted sales strategies.
- Innovated promotional strategies by engaging 80 schoolchildren in 'Cryptharthym War' and 'Memory Madness' games.
- Provided personalized explanations of 50 aptitude test results, recommending tutoring to students in the Ruang Guru.
- Achieved a 10% subscription rate for Ruang Guru (online and offline) among aptitude test takers

PT. Gondowangi Tradisional Kosmetika - Jakarta, Indonesia

Feb 2024 - Jun 2024

Internship Digital Commerce

Fast Moving Customer Goods in cosmetics and personal care sector

- Optimized inventory to ensure 100% accurate order fulfillment.
- Achieved substantial sales growth by increasing daily orders by 20% and event digital commerce sales by 35%.
- Improved decision-making by analyzing 600-700 daily orders to identify sales trends and optimize performance.
- Led a team of 9 people to efficiently process 600-700 daily orders.
- Managed operations for 5 e-commerce platforms, fulfilling 600-800 orders daily across all channels.

Education Level

Universitas Padjadjaran - Bandung, Indonesia

Aug 2016 - Aug 2022

Bachelor Political Science, 2.90/4.00

Organisational Experience

Himaja Unpad - Bandung

Aug 2019 - Apr 2020

Head of Operational

Organization held by Jambi Students in Universitas Padjadjaran

- Collaborate with other departments for event requirements.
- Lead operations team to deliver successful events.
- Guarantee that events are delivered according to the original plan.

Skills, Achievements & Other Experience

- **Soft Skills:** Excellent Communication, Leadership, Team Management and Decision-Making, TOEFL 530
- **Hard Skills:** Proficiency in Microsoft Office Suite, Data Analysis and Reporting, Operated E-Commerce, Warehouse Management, Use Project Implementation Tools