

## **Experience**

Rabu, 3 Juni 2015 | 20:57:50 WIB | **Endang Kurniawan**

### **Business Development Manager Panpages (Subsidiary of CBSA Group)**

- Responsible to develop and maintain relationship with clients and prospective clients.
- Presenting to client to introduce company's products and services.
- Develop sales pipeline, from prospect mapping to sales conversion.
- Follow up sales leads.
- Develop company branding and marketing plan
- Identify industry problem as a business opportunity and give input to management.
- Understand company products, services, its capacity and future opportunity.
- Develop proposal together with management.

Manage clients with 10-100 employees; grow and retain business. Interface with all levels of management, including corporate executives, to develop strategic policies and issues key to specific accounts. Deliver on-site trainings and marketing presentations to large groups and open enrollment meetings, along with informal lunch and learns.

Performed financial risk analysis for book of business and prospect group. Formulated pricing and benefit strategies in partnership with sales and account management to maximize achievement of membership and revenue objectives. Aided in development of joint recommendations for growth and retention with analysis of competitive data, contributions, and offering position. Instructed teams and clients on rating methodology and underwriting guidelines.

Managed attainment and profitability of designated book of business. Analyzed critical variables in support of corporate sales and profitability goals; developed appropriate new and renewal group rates. Assessed each group's financial performance and developed management strategies. Optimized results in challenging circumstances by devising customized solutions. Performed billing functions and annual account reconciliation of large self-funded group accounts. Supported presentations and negotiations at client meetings.

### **Online Business Manager CBSA Online Sdn Bhd (A member of CBSA Group)**

- Professional management support for online entrepreneurs.
- Project Management
- Social Media and Email marketing
- Product Development
- Team Management
- Events (live and virtual)
- Virtual team development and coordination

So many experience not explained this web. If any question you can reference my contact email or direct number.

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All is about imagination - Endang Kurniawan

Sumber : <https://endangkurniawan.com/article-experience.html>