



# Hermin Hartono

Malang, 16 September 1971

## Profile

---

Dynamic Executive with 25 years of experience helping organizations reach their full potential. Adept in making key decisions and working with other professionals to achieve goals and solve problems. Experienced in retail operation, sales distribution, trade marketing, principal relation, managing employee and dedicated to successfully directing business operations.

## Experience

---

### **Owner, Speed Clean Laundry**

2019 – Present

- Responsible for all Operation.
- Responsible for Company P&L.
- Responsible for Outlet and Business expansion.

### **Commercial Director, PT Global Teleshop**

2017 – June 2019, Jakarta

- Manage Global Teleshop (leading smartphone chain stores)
- Develop new business opportunities.
- Build strong relationship with Principals.
- Deliver excellent store operation and creative trade marketing program.
- Responsibility for company profit and lost.

### **Asst Vice President – Head of Retail Operation, PT Trikonsel Oke**

2015 – 2017, Jakarta

- Manage Oke Shop (leading smartphone chain stores).
- Deliver excellent store operation and creative trade marketing program.
- Principal relation management.
- Worked well independently, as well as with colleagues to meet goals.

### **Asst Vice President – Head of Distribution, PT Trikonsel Oke**

2012 – 2015, Jakarta

- Head of Distribution for smartphone products (NOKIA's distributor for West Indonesia).
- Maintain principals KPI : Number of dealers, Wide of distributions, Sales achievement and In store branding.

- Deliver effective Sales and Purchase forecast.
- Create creative Trade Marketing program.

### **Senior Manager - Retail Operation, PT Trikonsel Oke**

2008 – 2012, Jakarta

- Responsible for all operation of Oke Shop in regional.
- Responsible for excellent retail stores operation Manage front liners.
- Responsible for stores profit and loss
- Expand the number of stores

### **Manager - Retail Operation, PT Trikonsel Oke**

2001 – 2008, Jakarta

- Handle some Oke Shop in certain area Manage store operation.
- Manage front liners.
- Manage store's sales target.

### **After Sales Service Manager, PT Star Cosmos**

1999 – 2001, Jakarta

PT Star Cosmos is a leading company in manufacturing dan distributing home appliances products with COSMOS brand.

- Responsible for all after sales activities : repair and customer service.

### **Regional Service Manager, PT Hartono Istana Electronics (Polytron)**

1996 – 1999, Surabaya

Polytron is a leading brand for Audio Video products.

- Responsible for after sales and customer service.
- Managed Authorized Service Partners.

### **System Support Engineer, PT Berca Indonesia**

1994 – 1996, Surabaya

Company is a leading authorized resellers for Hewlett Packard computer products. Expert for HP UX and HP 9000 mini computer products.

- Deliver excellent service to the client.
- Selling contract maintenance.
- System installation and training.

## **Education**

---

### **STTS (Sekolah Tinggi Teknik Surabaya), Electronics Engineering**

1989 – 1994, Surabaya

### **Kolese Santo Yusup, High School**

1986 – 1989, Malang

## **Courses**

---

### **Built Team Relationship & Encourage People, BOOTSTRAP PTE. LTD. - SINGAPORE**

Jan 2010

**Manager's Toolkit, BOOTSTRAP PTE. LTD. - SINGAPORE**

Jan 2010

**Mini MBA Course, COLEAGO Consulting**

Oct 2010

**Grab your Audience, James Gwee T.H. MBA**

Nov 2009

**Coaching and Counseling Training, NBO (Nelson Buchanan & Oostergard)**

Jan 2007

**Customer Service Excellent, META HR & Communication**

Sep 2003