



GARRY LIEMERTHA

ASSISTANT HEAD OF MARKET RESEARCH

ABOUT

Experienced in business development in Korean company (POSCO Intl) handling sales of steel material for 3.5 years and worked for 1.5 years as market research specialist in Korean Trade Center (KOTRA) Jakarta connecting Korean companies with potential partners in Indonesia for market expansion, export, collaboration, or investment opportunities. Achieved TOPIK 5 with 1 year experience in teaching Korean online for Indonesian beginner and now seeking for a part time or freelance job to impart my Korean skills.

PROFESSIONAL SKILLS

Key account management
International trade
Sales marketing
B2B Sales
Business development
Microsoft Office (Words, Excel, PP)
Interpersonal
Market research
Basic Python
CRM

PERSONAL SKILLS

Dedicated and hardworking
Reliable and professional
Good planner
Teamwork
Fast learner
Self-motivated

LANGUAGES

Indonesian (Native)
English (Fluent)
Korean (TOPIK 5)

CONTACT

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DATE OF BIRTH

2 DECEMBER 1993

WORK EXPERIENCE

ASSISTANT HEAD OF MARKET RESEARCH

PT COALINDO ENERGY | May 2023 - Now

- Performing research and business consultancy on mining commodities particularly Nickel
- Creating monthly nickel report (Indonesia Nickel Report) and other customized report
- Updating commodities database such as price, production, demand, and latest domestic and global market situation

MARKET RESEARCH SPECIALIST

Korea Trade-Investment Promotion Agency (KOTRA) Jakarta | Oct 2021 - May 2023

- Performing research & analysis to illustrate Indonesia policies, regulations, and market trends for Korean clients
- Assisting Korean companies (esp SMEs) finding potential partners in Indonesia including local buyers and suppliers or any investment opportunities
- Collecting data and information such as market size, regulation, projects, export-import, competition landscape, distribution, consumer preferences
- Supporting director and the research manager for various research, marketing, and administrative assignments

BUSINESS DEVELOPMENT ENGINEER

PT TECHNIP INDONESIA | Feb 2020 - Jun 2020

- Analyzing existing and potential markets (i.e project services) to identify and secure business opportunities
- Assisting management in preparing market plans and strategies to promote company's product & services by cooperating with related stakeholders.
- Conducting competitive service / product analysis, market research, and keep updated on national/global market situation particularly O&G and energies.

BUSINESS DEVELOPMENT - AUTOMOTIVE & GENERAL CR STEEL

POSCO INTERNATIONAL Corp. | Aug 2016 - Jan 2020

- Managing sales activities, exploring new business, and manage accounts in Steel Division (Automotive and General CR Steel)
- Monitoring shipment to customers & follow up any payment based on applied terms and document compliance
- Maintain communication with accounts, suppliers, and HQ in South Korea

EDUCATION

BACHELOR OF ENGINEERING (S.T.) - METALLURGICAL ENGINEERING

Institut Teknologi Bandung | 2011 - 2016 | GPA 3.78 of 4.00

EXTRACURRICULAR ACTIVITIES

LANGUAGE COORDINATOR (KOREAN)

POLYGLOT INDONESIA Chapter Jakarta | 2018 - now

KOREAN LANGUAGE ONLINE TUTOR

LPP Immaculata | 2020-2021

HEAD OF FINANCE DEPARTMENT

Ikatan Mahasiswa Teknik Metalurgi (IMMG) ITB | Apr 2014 - Apr 2015