



# Danardono Haryosongko

## Account Manager

### Contact Details

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📍 Location: Den Haag

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### Professional Skill

- Microsoft Office Package (Access, Excel, Word, PowerPoint) & Tableau
- Slack, MS Teams, Zoom
- ERP - SAP Business Warehouse
- CRM - Sales Force, Power BI / Query
- Python, MySQL, Data Processing & Visualisation

### Soft Skill

- Account Management
- Client Relationship Building
- Sales and Negotiation
- Strategic Planning
- Cross-Selling and Upselling
- CRM Software
- Communication and Presentation
- Problem-solving
- Time Management
- Team Collaboration & Coordinating

### Education Background

- 🎓 IronHack - Amsterdam - NL  
Data Analytic Bootcamp
  - Data Analysis using Python (Pandas, NumPy) & MySQL
  - Data Visualisation (Tableau, Plotly & Seaborn)
  - Inferential Statistics in Python & Business Intelligence
  - Data Wrangling, Data Cleaning, API & Web Scraping
- 🎓 IAE Lille - FR  
Master in Marketing Industrial International & Innovation
- 🎓 Parahyangan Catholic University Bandung - ID  
Bachelor of Civil Engineering

### Language

- 🇮🇩 Bahasa Indonesia - Native
- 🇬🇧 English - Fluent
- 🇫🇷 France - Fluent
- 🇳🇱 Dutch - Basic

### About Me

Dedicated & results-oriented professional with over 10 years of experience in sales, account management, customer advocacy, & business analysis within the B2B sector. Recently completing data analyst bootcamp to enhancing ability to analyse market trends & reporting to be able to provide recommendations & anticipating changes. Eager to take on a dynamic role to enriching in sales, negotiation, & problem-solving to propel revenue growth & surpass client expectations. Skilled at fostering innovation and working collaboratively across diverse teams to transform imaginative concepts into practical strategies that enhance sustainable business performance

### Professional Experience

#### Senior Account Manager | Seagate Technology - Leader in Mass Data Storage & Management Solutions Company

2018 - 2023 | Schiphol Rijk, NL

Managing Key Accounts Customer for EMEA Region including :

- Plan, manage & execute sales target through upselling/cross-selling and also tender bid to increase profitability & customer retention
- Collaborate with cross-functional teams (Sales, Marketing & Product Team) to ensure client needs and success by offering the right solution
- Stay up-to-date with industry trends and competitor activities to identify potential risks and opportunities.
- Forecasting, Pricing & conduct business reviews & clients performance and recommendations for improvement also improving network relationship.
- Achieve goals through effective planning & analysing performance data

#### Business Analyst | Ecolab - Leader in Water, Hygiene & Infection Prevention Solutions Company

2011 - 2017 | Leiden, NL

Performed business analysis on commercial activity for Key Accounts Customer in EMEA including :

- Maintain Sales & Renewal of EMEA Key Account Customer
- Sales Forecasts and reports for management review
- Business & Pricing Review for Customer Renewal Process with Management Approval
- Reviewed Equipment Investment Profitability
- Customer Depth Analysis Report for seeking opportunity & improvement

#### Procurement Analyst | Nalco - An Ecolab Company - Water Solution & Service Company

2010 - 2011 | Lille, FR

Created and maintained monthly reports (KPI Achievement, product performance, SOX compliance) and also :

- Conducted Supplier Assessments to understand their requirements and tailor the solutions accordingly.
- Collaborated with internal teams to ensure smooth onboarding and implementation of new supplier.

#### Senior Account Manager | Nielsen - Leader in Audience Insight, Data & Analytics Company

1999 - 2004 | Jakarta, ID

Lead a team of 4 Account Managers responsible for a portfolio of key accounts including :

- Manage Sales Target for Key Account Customer yearly
- Analysing and Presenting the quantitative finding based on monthly updated database monthly for FMCG consumer in various category like F&B, Health & Beauty, Pharmaceutical & Households product
- Handling a client request in daily basis in order to create a new opportunity of business

### Achievements

2019 - 2022 Employee Resources Group Leader for EMEA Pride

2021 Thayer Leadership Training