

Zulviyandi Dahril

From: Ika Jayanta Bangun
Sent: Monday, November 7, 2022 4:59 PM
To: Annisa Zahra Hafizhah; Edwin Rahayu Astuti; Dede Mohamad Yahya; Zulviyandi Dahril; Ady Hendra Kusuma; Lorensius Hardiyanto; Kumara Ardhika; Totok Setiarto; Ruswanto Iwan
Subject: FW: PS Sales Branch alignment with Area

Dear all,

Untuk kegiatan kita ini dilakukan di Hotel **Grand Savero Bogor**

Jl. Padjajaran No 27 Bogor

PH:+62251-8358888

www.grandsavero.com/bogor

- Acara PS Sales Branch alignment with Area dilakukan Kamis, 10 Nopember 2022 jam 08.00 – 18.00 WIB.
- Dan diharapkan semua peserta sudah dapat hadir di Lavender Room Hotel jam 07.30 WIB.

Buat rekan-rekan yang dari luar Jakarta dapat komunikasi dengan Mbak Ara (Analyst GA Services- BSD), jika ada yang perlu dibantu dalam akomodasi.

Mbak Ara,

Tolong ditindaklanjut ke pihak hotel sesuai pengaturan yang sudah ditentukan dalam banquet accommodation ya.

Best Regards

Ika Jayanta Bangun

PT Trakindo Utama

Java Division

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A member of **Tiara Marga Trakindo**

From: Ika Jayanta Bangun

Sent: 04 November 2022 20:56

To: Ady Hendra Kusuma <ady.kusuma@trakindo.co.id>; Dede Mohamad Yahya <dede.yahya@trakindo.co.id>; Ruswanto Iwan <ruswanto.iwan@trakindo.co.id>; Totok Setiarto <totok.setiarto@trakindo.co.id>; Kumara Ardhika <kumara.ardhika@trakindo.co.id>; Zulviyandi Dahril <zulviyandi.dahril@trakindo.co.id>; Eko Yanuarto <eko.yanuarto@trakindo.co.id>; Yulianto Susanto <yulianto.susanto@trakindo.co.id>; Lorensius Hardiyanto <lorensius.hardiyanto@trakindo.co.id>

Cc: Rozy Andrianto <randrianto@trakindo.co.id>; Hendra Suryana <hsuryana@trakindo.co.id>; Windra Permana <wpermana@trakindo.co.id>

Subject: PS Sales Branch alignment with Area

Dear all,

As you have been aware that we have two key issue that need to be accomplished.

1. Deliver our commitment to achieve target PS Sales FY 2022
2. Ensure PS Sales budget 2023 (preparation to align the new budget approach)

In line with this matter , we will conduct a PS Sales Branch alignment to support and succeed branch goals.

Date : 10 November 2022 (08.00 – 17.00)

Venue : Bogor (Hotel will be booked and informed separately)

Agenda :

1. PS Sales Nov-Dec 2022 : Action plan to achieve FY 2022.
2. AR Collection : Action plan to achieve AR/OD ratio < 5%.
3. CVA Performance : Action plan to achieve target FY2022.
4. Budget PS Sales 2023 : Action plan to prepare and cascading to reps (business opportunity, competition and MEP/customer coverage allocation)
5. Other issue : Action plan in PS Sales man power readiness and development (PS Sales team and PS Sales Support)

- Please prepare above data as reference for our discussion.
- Please arrange your TCAR and if you need any kind support on your travelling arrangement please let me know.

Best Regards

Ika Jayanta Bangun

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