



AUBERTA YUNIAR

Commercial Manager

EDUCATION

JUNIOR HIGH SCHOOL

SMP Negeri 21 Semarang
2004-2007

SENIOR HIGH SCHOOL

SMA Negeri 3 Semarang
2007-2010

BACHELOR

Diponegoro University (D3 Degree)
2010 - 2013
Semarang University (Bachelor Degree)
2014 - 2016

PERSONAL INFORMATION

Full Name : Auberta Yuniar
Sex : Female
Place, Date of Birth : Semarang, 29th June 1992
Nationality : Indonesia
Marital Status : Single
Height, Weight : 158 cm / 55 kg
Religion : Christian

ORGANISATIONAL EXPERIENCE

No.	Organization	Position	Duration
1	Core Scout Troop	Chairman	2003 - 2004
2	Students Association (SMA Negeri 3 Semarang)	Sport Coordinator	2008 - 2009
3	English Conversation Club Semarang University	Chairman	2014 - 2015

ACHIEVEMENT

- 2nd winner of Poetry Reading Contest Porseni, Central Java Province, 2002.
- 1st winner of Poetry Reading, Central Java Province, 2005.
- 1st Citizenship Contest for Education Teachers' Training, PGRI Semarang, 2005.
- 1st winner of Geguritan Competition, Semarang, 2005.
- 1st Team winner of Galang Agile Scout Competition, Central Java Province, 2005.
- 2nd winner of Poetry Reading Ronggowarsito, Central Java Province, 2006.
- 2nd winner of Poetry Reading FLS2N "Festival of National Art Contest", Central Java Province, 2009.
- The 1st Group race winner NUEDC "National University English Debate Competition" FISIP, Diponegoro University, 2011.
- 2nd runner up of Speech Contest of ESA Week, Central Java and Yogyakarta, 2013.

JOB TRAINING EXPERIENCE

Soegijapranata Catholic University

Period : 2013
Position : Assistant of Public Relation
Responsibility : Handling media relation, preparing press conference events, and archiving documentation for mass media publication.

WORKING EXPERIENCE

Gumaya Tower Hotel (5star Hotel in Semarang)

Period : 2016
Position : Guest Relations Officer
Responsibility : Handling complaints from guests, preparing VIP rooms, welcoming and escorting VIP Guests and maintaining good relationship with guests

PT. AnekaGas Industri Tbk. SamatorGroup (Solo)

Period : 2017- July, 2019
Position : Marketing Executive
Responsibility : Handling complaints from customers, getting new customers and customer relationship maintenance, dealing with auctions and getting new projects and creating monthly reports, responsible for the after sales services.

PT. CommesureLife Indonesia (RedDoorz Indonesia)

Period : August, 2019 -now
Position : Property Manager (2019 -2022)
Responsibility : Handling more than 40 properties in Semarang, Jepara, Kudus, Kendal, Make a decision whether or not to approve a new property to join. Prepare property to live in the direct application also Online Travel Agent. Bridging communication between management and property, dealing and negotiation. Maintain the relations between Owner and the stakeholders.

Position : Commercial Manager (2023 - now)
Responsibility : Maintaining more than 40 properties in Central Java to achieve MIB (Money in Bank) and good occupancy targets, Analyze target markets and appropriate strategies for each property handled, ensure that sales and pricing strategies in Direct App, Sales Incharge and OTA run well to achieve sales target, Maintain good relations, especially External Stakeholders (property Owners) and Management so that they can be sustainable.

EXPERIENCE

- Javanese language Ambassador for "Congress Basa Jawa" (2007).
- Judge of Poetry Reading Selection for FLS2N Semarang (2010).
- Chairperson of PR Campaign "Campaign Healthy Noodle" in Klepu, Pringapus (2012).
- Chairperson of the Public Service Ad Creation "Visit Central Java in 2013" (2012).

SKILLS

- Public Speaking, Communications, Marketing, Hospitality, Property and Customer Service

INTERESTS

- Writing and languages

CONTACT

 085 741 997 690

 aubertayuniar@gmail.com

 Jl. Karangrejo IV/ 14
Banyumanik, Semarang