




COMPANY PROFILE

PT. SINERGI MEDIA SUKSES

About Us

SellingPro/ PT Sinergi Media Sukses was established in early 2016 by Wahyu Purnomo, an Author, a Sales Coach & Sales Trainer Specialist, a real Practitioner in Sales Field with Experiences more than 20 Years in Sales Field in Multiple Industry with Track records from a salesman untill in Managerial Level.



Our Focus business is helping our Clients to Improve Their Sales team Capability to reach their best performance by our Salespeople Development program

Founder Profile



Wahyu Purnomo

Member of



- Author, Sales Coach & Sales Trainer Specialist
- Founder & Director of **“SellingPro”**
- 17 years Experiences in Sales & Marketing Field. Starting his first Sales Career from a Frontline Salesman as a Traditional Market Salesman, Modern Market Salesman, AFH Market & Industrial Market, untill being one of Regional Sales Manager in one of Multinational company in Indonesia.
- Experience Record : 7 Years as branch Manager in Sharp & Panasonic, 3 Years as Area Distributor Head of Sony Indonesia, 2 Years as Regional Sales Manager in Robert Bosch Indonesia,
- Author of Book **“Salesman Superhero”**, Active writting so many Sales Article, Sales Strategy, Salespeople Development & Business Development in so many Online & Offline Media
- Certified Profesional Coach (CPC) By Standard of **ICF (International Coach Federation)**
- Active Member in ICF Jakarta



Our Team



Wahyu Purnomo

Founder & Director

Sales Coach, Sales Trainer Specialist & Sales Management Consultant

A Practitioner in Sales Management with more than 17 Years of Experiences in more than 4 Multinational Companies

Wide and Strong Background in Sales Operational. Sales Management & Sales Strategy in Various Industry & Business



Muhammad Irsan

Program Manager

Profesional Trainer & Learning Consultant

A Practitioner in People Development with focus Expertise in Learning process, Learning Methods & Evaluation

Experiences in managing Learning Program from based on 4 Level Kirkpatrick Evaluation Models



Our Team



Ryan Mauladi

Program Manager

Learning Designer & Digital Marketer

A Practitioner in People Development & Digital Marketing, Experienced for more than 5 Years in Program Development , Highly Experienced in Building Learning Design for Coaching & Selling Materials



Tiara Nur Fitri

Business Development Manager

Service Excellent Trainer & Event Manager

Practitioner and Professionals in Event Manager, Client Service Areas and Program Development, Developing and managing SellingPro Business Operations.



****We Are Also supported by Many other Best Practice Trainers & Coaches with Highly Experiences in Selling Industry as Our Associate***



Why Choose Us ?

3 Reason Why You need to Choose **SellingPro** to be Your Sales Organization Development Partner

01



Specialist in Selling Field

Selling is Our Specialization, As a Specialist we had a lot of Resources to Help our Clients to Reach their High Sales Productivity

02



Using 4 Sales Industry Category

we have 4 Approaches in Sales Solution, (Direct Selling, Distribution Selling, Institutional Selling and Digital Selling) we solve our Client's Challenge customized based on their Selling Approach

03



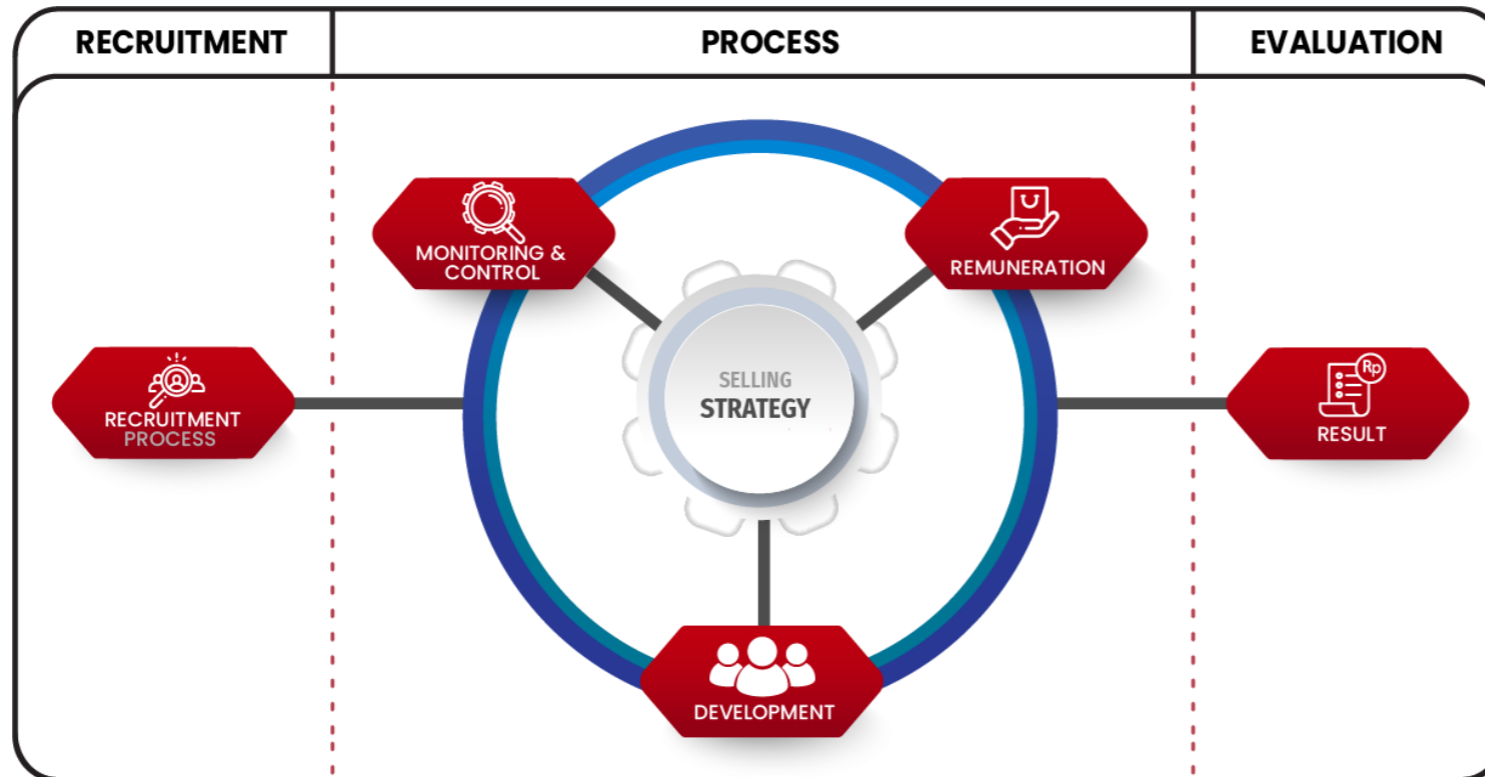
Comperhensive & Practical Program

We Deliver our Services in Complete, Comperhensive & Practical way . with Local Approach, deep and wide understanding in Sales Management & People Development

Why Choose Us ?

Selling is Our Specialization, As a Specialist we guarantee we had a lot of Resources to Help our Clients to Reach their High Sales Productivity

SellingPro is Focused only in Selling Field, as a specialist we Also Develop **Success Framework SoX Model**, the Frameworks based on research from many Success Company who are able to reach their Selling Productivity constantly



Ver 1.0



Why Choose Us ?

We are using 4 Approaches in Sales Solution, (Direct Selling, Distribution Selling, Institutional Selling & Digital Selling) we solve our Client's Challenge customized based on their Selling Approach

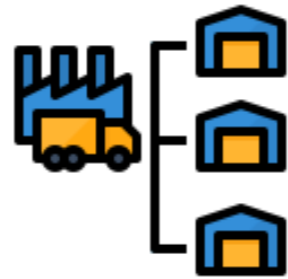


We believe every Business is Unique.. Different Industry had a Different Approaches, needs some Special Competency, Special Strategies, and Special Knowledge, we are very aware on that And in Selling we did mapping there are **4 Solution Approach we can use to solve our Client's Challenges**



Direct Selling

- Networking Selling
- Canvassing Selling
- Non Canvassing Selling



Distribution Selling

- General Trade Selling
- Retail Selling
- Modern Trade Selling



Institutional Selling

- Business Development
- Account Management



Digital Selling

- Counter Sales
- Cust Relation Selling

Why Choose Us ?

*Delivering Services in Complete, Comprehensive & Practical way .
with Local Approach, deep and wide understanding in Sales
Management & People Development*

Our deep Experienced in various Selling Industry, combine with our research, and supported our Learning experts has creates a Strong Knowledge basis to Deliver a Comprehensive Programs to Our Clients

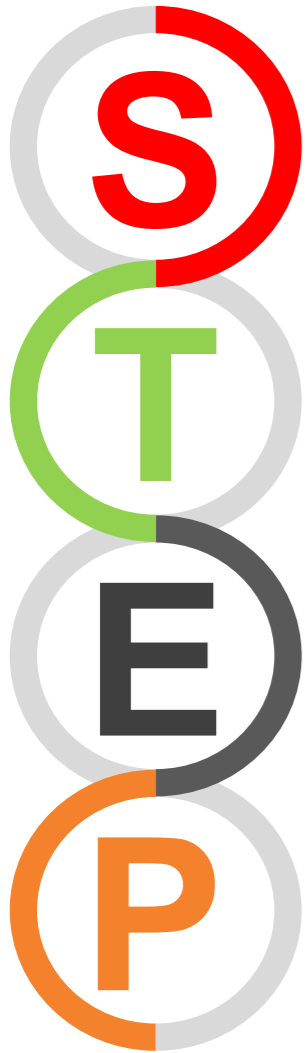
These Comprehensive Programs consist of solution in Sales Management, Selling Strategy & Sales People Development

We Also always creates Programs **in Practical Way, Easy to Understand, simple And Also Aplicable** for Various Industry.



Our Serviced Values

We Call Our Serviced Value as a **STEP** Value



SPECIALIZE

TACTICAL

ENTERTAINING

PRACTICAL



Our Services

Find Out How we solve your Sales Organization Challenges :



Practical Sales Management Consulting

- Practical Sales Management
- Sales Capability Development
- Performance Based Training
- Personal Assesment For Sales



Sales Training Program

- Best Practice Sales Training
- Sales Leader Development Program
- Online Training Program



Sales Coaching Program

- Sales Leader Coaching Program
- Building Sales Coaching Culture



Public Training

- Sales Management Workshop
- Champion Sales Leaders
- Winning Mindset For Sales
- Profesional Selling Skill

Our Services

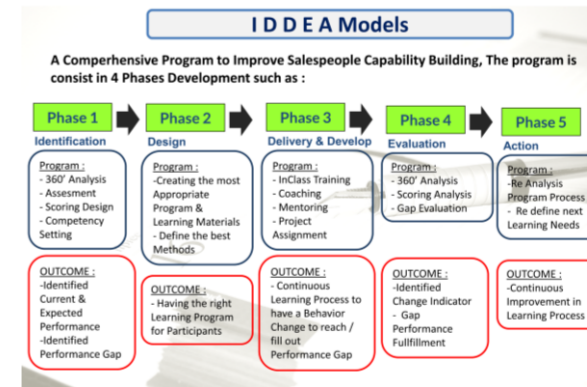
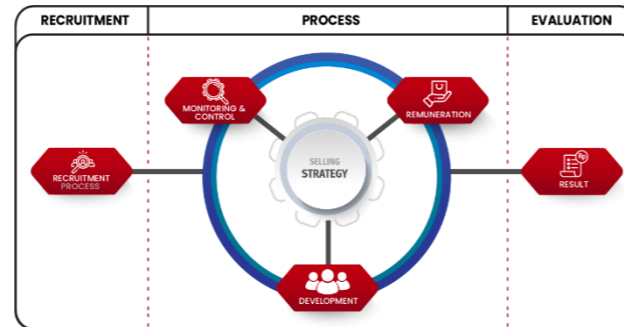


Practical Sales Management Consulting

- Practical Sales Management
- Sales Capability Development
- Performance Based Training
- Personal Assessment For Sales

The Program is Designed to Help our Clients to Reach their most Effective Result of the Sales Productivity, we Help Clients start from Evaluation Business Process, Building Sales Team Capability in the Field, Selling Strategy, Reorganization, Assessment, etc

We are Using our Proven Tools to Develop & Improve our Client's Sales Organization



SPIDER P.A.S.®
 Profile Assessment System
 Uncover the Real You, Find the Unreveal You

Our Services

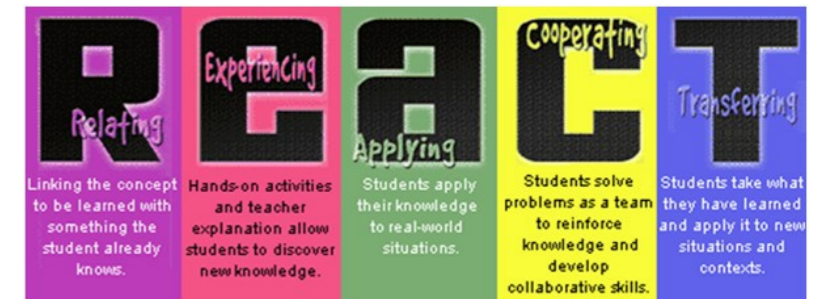


Sales Training Program

- Best Practice Sales Training
- Sales Leader Development Program

A Best Practice Sales Training Program, that ensure, All the Materials were given in Practical Way, and can be Implemented in the Field, so the Training Program not Only to Improve the Capability but also to Find a Solution for Our Clients

The Training Consist of 3 Steps, **Starting from Learning Evaluation, Learning Design & Implementation & Post Training Report & Recommendation**



Our Services



Sales Coaching Program

- Sales Leader Coaching Program
- Building Sales Coaching Culture

The Goal of Sales Coaching program is how to Maximizing the Team Potentials through correct Coaching process. our Coaching Materials based line is based on ICF (International Coach Federation)

The Program is not only how to coach your leader's Team, but also we create a comprehensive Program to build Coaching Culture in Your Sales Organization.



Program Activity



Program Activity



Program Activity



Our Client



Our Client



HASNUR GROUP



PT. NUSANTARA ELKA SUMBER



PT. KAWASAN BERIKAT NUSANTARA (PERSERO)



And Many more.....

Our Client



And Many more.....

Hear What they say about Our Programs :

Coach Wahyu Purnomo memiliki program yang komprehensif. Dengan pengalaman yang panjang di dunia penjualan dan pemasaran, Coach Wahyu membantu Ardena Food menyusun strategi untuk usaha kami yang spesifik ke distribution sehingga Kami dapat mencapai bahkan melampaui target penjualan yang sudah kami tetapkan di awal tahun ini.

Ariguna Napitupulu, Director – Ardena Food

“The work that Wahyu and his SellingPro team has provided to Indocement is highly praised, as they combine theories and best practices, with their deep understanding with our needs and local challenges; resulting in terrific and pragmatic training and coaching programs, containing highly relevant insights and easy to use tools that are delivered very professionally to our teams. Great collaboration with Synergy has been very helpful for us in achieving our sales transformation objectives.

R. Ali Permadiono.S, GM Sales Indocement

“ Banyak sekali Pengetahuan Sales yang Aplikatif yang di dapat dari Training dengan Pak Wahyu, Thanks Pak atas Trainingnya yang Luar Biasa

Relationship Manager, SAMSUNG PRIORITY



Testimonial

“Coach Wahyu sangat menarik dan membawa suasana training menjadi tidak kaku dan bahkan menghidupkan suasana bagi para peserta training, sehingga training yang diselenggarakan selama satu hari penuh tidak terasa jenuh dan membuat mengantuk.

Saat mengikuti training, secara pribadi bahkan selalu bertanya didalam hati apa lagi trik yang akan disampaikan, karena apa yang disampaikan tidak pernah terpikirkan oleh saya sebelumnya.”

**Rudi Nugraha, HR Director Majestic
Bakery Group**

“Terima kasih kepada Coach Wahyu Purnomo utk program Coaching yg sudah diberikan selama 6bln ini, terbukti kita bisa mencapai target sales diatas 100%, dan sekarang team sales saya menjadi lebih bisa mengantisipasi kekurangan target dan termotivasi dalam pencapaiannya

Satu Hal lagi, No LEFT RESPON ANYMORE FROM MY TEAM Coach...!!!”

Devyanty, Sales Manager – Jayatama Selaras

Pak Wahyu Purnomo trainer yang hebat, Jago membuat, menyajikan materi training bukan berdasarkan teori saja namun berdasarkan pengalaman di lapangan . Semoga di lain kesempatan kita dapat berjumpa lagi

**Robertus Suharto, National Sales & BCA
Head Dept – PT Calpis Indonesia**



Hear What they say about Our Programs :

“Coach Wahyu memberikan Training yang sangat Luar biasa untuk Team kami..., Thanks Coach untuk pelatihannya...”

Sukimin Tio, Marketing GM Nikon Indonesia

“Training yang di berikan sangat-sangat Aplikatif dan sesuai dengan kondiri Riil di lapangan, memudahkan kami dalam memahami dan mengantisipasi problem-problem yang mungkin muncul “

Bambang Hari Jaya, CS Finance

“ Model Training dengan Roleplay & simulasi yang menarik oleh Pak Wahyu sungguh menginspirasi kami.”

Rahmat Indra Anwar, HR Manager – Infiniti Group





THANK YOU

PT. SINERGI MEDIA SUKSES

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www.sellingpro.co.id

For Direct Inquiry Please

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