



IVAN CAHYADI

SUMMARY OF QUALIFICATIONS

With over 27 years of extensive professional experience spanning various cross-functional domains, Ivan has honed his expertise in Organizational Development, Market Intelligence, Business Development, and Sales and Commercial Strategy.

His journey at PT HM Sampoerna Tbk. began in 1996, where he commenced as a Management Trainee. Through dedication and competence, Ivan progressed to higher positions, including Head of Sales across diverse regional zones in Indonesia, culminating in his roles as Sales Director in Malaysia and, subsequently, in Indonesia.

Throughout his career, Ivan has demonstrated strong leadership qualities coupled with exceptional communication and collaboration skills. These attributes have enabled me to effectively lead teams and drive strategic initiatives, resulting in tangible outcomes and sustained business growth.

PROFESSIONAL EXPERIENCE

- 1996 : Management Trainee – PT HM Sampoerna Tbk.
- 1997 – 1999 : Organization Development Officer – PT HM Sampoerna Tbk.
- 1999 – 2000 : Organization Development Manager – PT HM Sampoerna Tbk.
- 2000 – 2004 : Senior Manager, Market Intelligence – PT Perusahaan Dagang dan Industri Panamas, a subsidiary of PT HM Sampoerna Tbk.
- 2004 – 2005 : Head of Sales Strategic Development – PT Perusahaan Dagang dan Industri Panamas, a subsidiary of PT HM Sampoerna Tbk.
- 2005 – 2006 : General Manager East – PT Perusahaan Dagang dan Industri Panamas, a subsidiary of PT HM Sampoerna Tbk.
- 2006 – 2009 : Director Sales Operations West – PT Perusahaan Dagang dan Industri Panamas, a subsidiary of PT HM Sampoerna Tbk.
- 2009 – 2010 : Director Sales & Distribution, Godfrey Philip Morris, Malaysia
- 2010 : Director Sales Projects – PT HM Sampoerna Tbk.
- 2010 – 2014 : Head of Sales Operations Central – PT HM Sampoerna Tbk.

2014 – 2016 : Head of Java Zone – PT HM Sampoerna Tbk.

2016 – present : Director of Sales – PT HM Sampoerna Tbk.

EDUCATION

1992 – 1996 : Universitas of Surabaya, Surabaya, Indonesia
Bachelor of Economics

LANGUAGE

Indonesian : mother tongue

English : fluent