

## **ABSTRACT**

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### ***PROFESSIONAL WORK ACTIVITIES AT PT PURIASRI BHAKTIKARYA IN THE BUSINESS DEVELOPMENT DIVISION***

*Practitioners carry out three months of professional work at PT Puriasri Bhaktikarya and are placed in the Business Development division. When carrying out professional work, practitioners get the opportunity and experience to participate and be directly involved in the marketing process and relationships with users at PT Puriasri Bhaktikarya. While carrying out professional work, practitioners carry out activities in the field of Business Development. The work carried out by practitioners includes e-procurement registration for state-owned and private companies, tender registration, relationships with users, making cooperation offer letters, ensuring all IT project administration runs correctly, making monthly marketing reports. The implementation of professional work runs smoothly even though there are several obstacles experienced by practitioners in carrying out the tasks given. After carrying out professional work, practitioners have additional insight into knowledge in the field of work and can implement the theory they have learned into work practice and practitioners have developed competencies than before.*

**Keywords: Professional Work, Business Development, Administration, Marketing**