

ABSTRACT

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PROFESSIONAL WORK ACTIVITIES AS A SALES REPRESENTATIVE IN THE OPERATIONAL DIVISION OF PT PENTA SETIA TAMA

This Professional Work Report describes the Practitioner's experience as a sales representative at PT Penta Setia Tama. The Practitioner was involved in a kitchen and outdoor construction project at Green Café, Semanggi, South Jakarta. In the role of a sales representative, the Practitioner understood the process of selling goods and services to potential clients, as well as strategies to convince clients about the kitchen construction needs. Additionally, the Practitioner gained new knowledge about construction, equipment usage, and safety standards. This report reflects the Practitioner's learning journey and growth during the professional work period. The Practitioner hopes that this experience will serve as a strong foundation for starting a career in marketing, both in the construction industry and other companies.

Keywords: Professional Work, Sales, PT Penta Setia Tama, Kitchen Construction, Construction Company, Skills.