



Dimas Bimo Mahardhika

Beppu City, Oita, Japan

PROFILE

As someone who desires to work in International Trade in the future, Dimas has relentlessly polished his skills over the last five years. He possesses profound knowledge of **event planning, marketing, and customer relationship management** through his experience of interning as an **HR assistant and leading student organizations**. Proficient in **4 languages** and specializing in **leadership, management, and communication**, Dimas is looking for a position where he can hone his strengths and take on new challenges while contributing to the company.

EXPERIENCE

HR Assistant & Foreign Inside Sales Lead

2021-2022

株式会社JELLYFISH

Long-term internship under the head of HR for one year at a Tokyo-based IT recruitment consulting company.

- Spearheaded foreign-affiliated B-to-B business development (**Inside sales**)
 - Led a **5-man multinational team** as an intern, and successfully closed **5 major partnerships within 3 months**.
 - Increased engagement indicators by **80%** through targeted marketing.
- Responsible for **KPI** and sales data operation (**Excel, Salesforce, etc.**) and **increased efficiency by 50%** through VLOOKUP and live charts.
- Market research and analysis, especially on Japanese IT companies.
- Translation and Transcription (Jap-Eng)

Representative & Team Leader

2020-2023

Student Activity Station (SAS)

One of the 5 official student organizations within Ritsumeikan APU, SAS activity focuses on local exchange. We plan and organize cultural and language events to bridge Ritsumeikan APU students and the local Beppu City citizens.

- Led 15 members as the representative** for 1 year, during which **exceeded growth target by more than 3x**, and expanded the activity range outside the prefecture.
- Successfully **raised average participation rate by 400%** (41 → 210) during leadership through effective marketing
- Planned and directed a pilot partnership program involving local governments in three neighboring cities (Oita City, Yame City, and Chikuzenmachi City)

Vice Leader

2021-2023

Global Admission Student Staff (GASS)

GASS is one of the 5 official organizations within Ritsumeikan APU and is responsible for organizing Open Campus, where thousands of high school students visit APU to experience multicultural university life.

- Led the **Opening Stage Performance Department**, where he led a multinational 6-team group to perform in front of **1500+ visitors**.
- Achieved a **satisfaction rate of over 90%** and took the award for the favorite project (11 projects in total).

QA Trainee (Merpay)

2023

Mercari, Inc.

Participated in **Merpay SUMMER QA CAMP**, a fast-paced internship project where students train and learn about QA with [Merpay], Mercari's electronic payment system.

- Experienced test protocols, environment setup, and live development.
- Provided valuable input to **marketing strategy** and **future implementation**.

BIOGRAPHY

Ritsumeikan APU | 4th Year |
International Relations

Nationality: Indonesian

Age: 22 y.o.

Visa Status: Student

Language:

- Indonesian (Native)**
- English (Native)**
- Japanese (Near Native)**
- Korean (intermediate)**

EDUCATION

Ritsumeikan Asia Pacific University

College of Asia Pacific Studies /
International Relations Major

Expected Graduation on **Sep. 2024**

Bogor 1st National Highschool

Majored in Science

Completed in 2020

AFS Asia Kakehashi Program

Student Exchange to Japan - 1st Batch

2018 - 2019

SKILLS

- Event Planning and Management
- Basic Programming - **HTML, CSS, VB.net**
- Presentation, Public Speaking, and Pitching
- Customer Relationship Management
- Translation and Interpretation
- KPI, Data Collection and Analysis

QUALIFICATIONS

Nov 2019 | **IELTS Academic**
Overall Band 8.0

Dec 2021 | Japanese Language
Proficiency Test (**JLPT**)

JLPT N1 (highest level)

ACHIEVEMENTS

Hult Prize 2024 - 1st Place Regional

Advancing to Global Summit

February 2024 ~ Present

Career Draft - Gold Offer Winner

12th Batch, airing on ABEMA on Sept.

April 2024

CONTACT

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