



Radian Ratmoyo
Founder

Business Training and Empowering Management, widely known as BISTEM, is a service company established in 2009. As how it is named after, BISTEM provides various types of business services related to human resource development. We are aware about how quality of human resources affects the performance of a business therefore we stick to that principle and make it our cornerstone.

Our area of service covers Professional SPG Training, Motivational Training, Outsourcing, SPG-MD, Brand Activation, Mystery Shopper, Sales Report System and Distributor Consultation.

We strive to our best to provide our clients with high level of training to their employees by developing them to be qualified assets towards the success of the companies.

- SPG Trainer Specialist
- The Best Sales Manager (Indonesia Sales Award)
- Former National Sales Operation Manager
Fonterra Brands Indonesia (Anlene)
- Author "Es-Pe-Ge Cara Menjadi
Professional di Bidang Direct Marketing"





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Business Training & Empowering Management

Our Clients - Training experiences



Vision

To be the best partner in outsourcing and training management by emphasizing creativity in implementation.

Mission

Delivering creative and innovative outsourcing and training services as based on client's needs in order to achieve company's goals.

Our Services

Our service's objectives are helping you to build and install frameworks, prepare your salespeople to perform and function well in the company, through;

Training

Outsourcing

Brand Activation

Sales Reporting System

Mystery Shopper



Given fast-growing market and competitive business environment, we realized that the success of a company lies under its strategy and most importantly, its people. Nowadays, companies have gained higher recognition on the importance of well-trained SPG and employees in generating sales and meeting targets. Taking it into account, we provide different types of training ranging from motivational to SPG-focused, based on the clients' needs. We aim to enhance your business by empowering your people from within to eventually produce satisfying end results.



Training





The role of SPG cannot be separated from FMCG business as one of the sales generators. Therefore it is very crucial to hire qualified SPG since they would represent the company as well as the brand in the community. It is not an easy deal for companies to always keep eyes on their SPG as they work outside the office, not to mention the huge number of personnel. Having BISTEM as your business partner in mystery shopper would be very beneficial for your business.



Our trained officer will observe the SPG on-duty by immersing into customers. They will assess the SPG performance based on our qualifications, which results in deliverables containing hidden videos and SPG performance ranking

Mystery Shopper



As your company grows, you may come to a point where the company is overwhelmed with workloads and targets while the existing management can no longer support and cope up with the pace as it gets complicated. We are here with our outsourcing service as your company focuses on keeping up with the growth. We ensure you will only get the most qualified, skilled and reliable personnel possible. Our team consists of the selected people who are ready to work as they have been through our trainings and screenings by holding onto only the most effective human resources practices.



Outsourcing



Gaining recognition from customers is one of the keys that a brand should achieve to develop. In that case, eyeing on customers' interests and be familiar with community trends become essential. BISTEM will be the right partner for your company to bring the brand into community through events and activities with purpose on getting customers' awareness towards it.



Brand Activation



Increasing sales is not the only parameter of how successful a business is. Often times, the increased sales number is not in accordance with the growth of profits. Through these cases, BISTEM has learned that sales reporting system is as essential as the target itself.

An effective and reliable sales report system is needed to reveal the company factual financial condition. BISTEM is happy to be your partner in setting up and preparing your company's sales reporting system to determine for long-term financial planning.



Sales Reporting System