

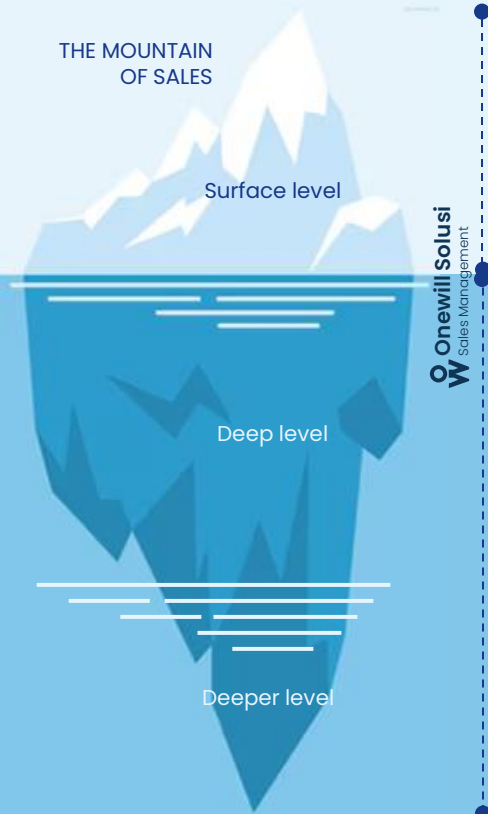
Company profile

Sales Management partner for your Customer Acquisition & Revenue Growth

Onewill Solusi Indonesia
Pondok Indah, Apr 2026



We understand your Sales Problem
68.6% don't understand how their customers think 🤔



RESULT EVERYONE WANTS

- #01 - **Revenue growth**
- #02 - **Brand awareness**
- #03 - **Leads generations**
- #04 - **Customer acquisition**
- #05 - Fast delivery
- #06 - **Great Salesman**
- #07 - Cost efficient

THE ACTUAL WORK

- #01 - Objection handling
- #02 - Social selling
- #03 - Sales scripts
- #04 - Follow ups
- #05 - Role plays
- #06 - Qualification
- #07 - Discovery questions
- #08 - B2B / B2C pitch

WHAT MOST FORGET

- #01 - **Sales diagnostic**
- #02 - Value proposition
- #03 - Financial modelling
- #04 - Business model canvas
- #06 - Sales plan
- #07 - Prioritisation
- #08 - Customer research
- #05 - Unique selling proposition



YOUR BUSINESS PROBLEMS

- 🔴 Low revenue growth
- 🔴 Low customer acquisition
- 🔴 Low Salesman Performance

Your Business Goal #1:
CUSTOMER ACQUISITION

Service #1:
**SALES
DIAGNOSTIC**
*for sales problem
identification follow
with growth plan.*

- 1 Data analytics
- 2 Sales problem
- 3 Growth action

Output:
▶ Go-to-Market

Service #2:
**DIGITAL
MARKETING**
*for B2B/B2C inbound,
remarketing and
customer acquisition.*

- 1 Performance Mkt
- 2 Social Media leads
- 3 Content production

Output:
▶ Leads Contact

Service #3:
**LEADS
GENERATION**
*for B2B/B2C outbound
and leads-to-sales
conversion.*

- 1 Online/offline shop
- 2 Community selling
- 3 Partnership

Output:
▶ Meeting & Deal

Your Business Goal #2:
REVENUE GROWTH

Service #4:
**SALES
ACADEMY**
*for sales rep upskill
through active
learning and roleplay.*

- 1 Labatruzz game
- 2 Personal branding
- 3 Negotiation

Output:
▶ Sales skill upgrade

*“ We help you **get new customer** and **gain more revenue** by implementing techniques to exceed your target using Human and Artificial Intelligence.*

Wawan Rahardianto, MBA - Chief Growth Officer

Onewill service #1: Sales Diagnostic

Sales problem identification and sales go-to-market



Social Listening



Market Listening



Data Monetization

We will diagnose your sales problem using multi tools to identify core problem then suggest the most appropriate solution based on:

- > Social Listening
- > Macro situation
- > Your company performance
- > Market Listening
- > Industry situation
- > Your customer perception

Data Analytics

Understand your current position, problem identification, define the gap analysis.

Sales Strategy

Build your sales management goal for go-to-market at omni channels, online store, offline store.

Data Monetization

Let's add your new revenue streams!

Output

Report analytics and proposal.

BENEFIT FOR YOUR COMPANY

01 Minimize business risk

02 Know your performance

03 Know your customer

04 Minimize cost expense

Onewill service #2: Digital Marketing (inbound) Performance Marketing to drives sales conversion



CONTENT ACTIVITY

Leader Personal Branding

Corporate Branding

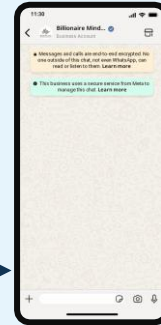


WA chat bot
Performance
Marketing

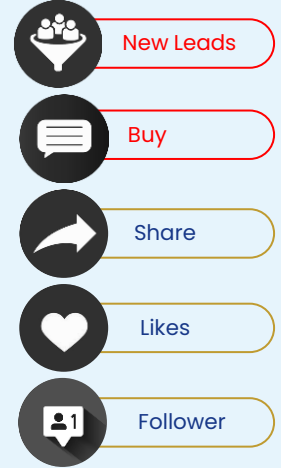
OMNI CHANNELS

Personal Message

Your company sales channels



RESULT



- Education
- Business Case
- CTWA AI
- Boost-ads
- White paper
- UGC

- Chat
- Impression
- Leads
- Engagement

Onewill service #3A: Leads Generation (outbound)

We help you get 20 meetings/month with decision maker



Onewill Leads Agent
Sales Diagnostic

Leads contact gathering
Get phone, email, DM

Leads Contacted
Call, email, DM text

Leads meeting booking
Set meeting with PIC

SALES DEAL
(inprogress)



Go-to-market Plan

- Micro economic
- Competitor analysis
- Sector profiling
- Company profiling
- PIC selection

Build Qualified Database

- *Onewill leads ecosystem*
- Tools: LinkedIn Sales Navigator, [Apollo.io](#), social media, website
- Filter: job title, company size, region, etc.

Outreach Strategy

- Channel use
- Lead Magnet
- Compelling content
- Craft custom value driven message
- Sync calendar
- Confirmation
- Reminder

Meeting Booking

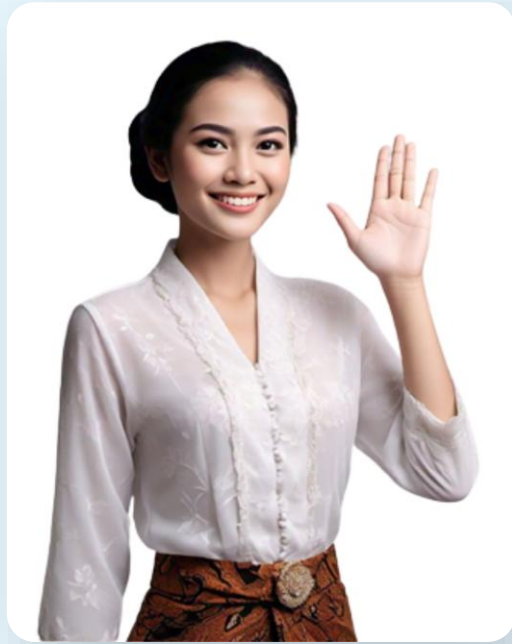
Onewill Leads Agent
Deliverable per person:
20 meetings / month
with person in charge



Sales Performance Monitoring



Onewill service #3B: Leads Generation (AI Sales Conversion) AI Sales Technology for Sales Conversion



Hi, I'm Lubi

Your AI *personal* assistant from Onewill for all-in-one sales management:

- > Product stock > Pricing
- > Invoice
- > Delivery
- > Payment

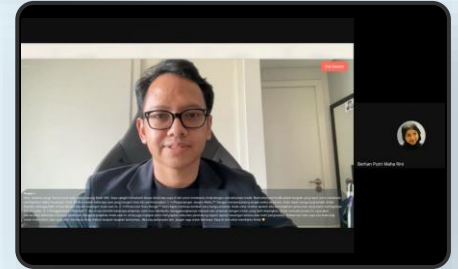
You can also ask me for:

- > AI Sales Agents
- > AI Trainer
- > AI Roleplay
- > AI Customer service

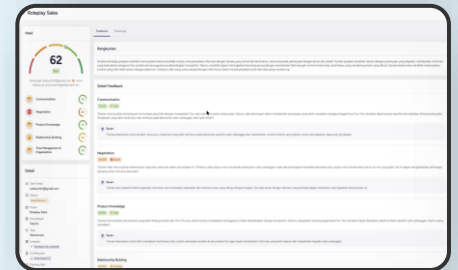
Watch LUBI
as Sales
Consultant
& WA bot
[Click here](#)



Watch LUBI as
Credit Analyst
[Click here](#)

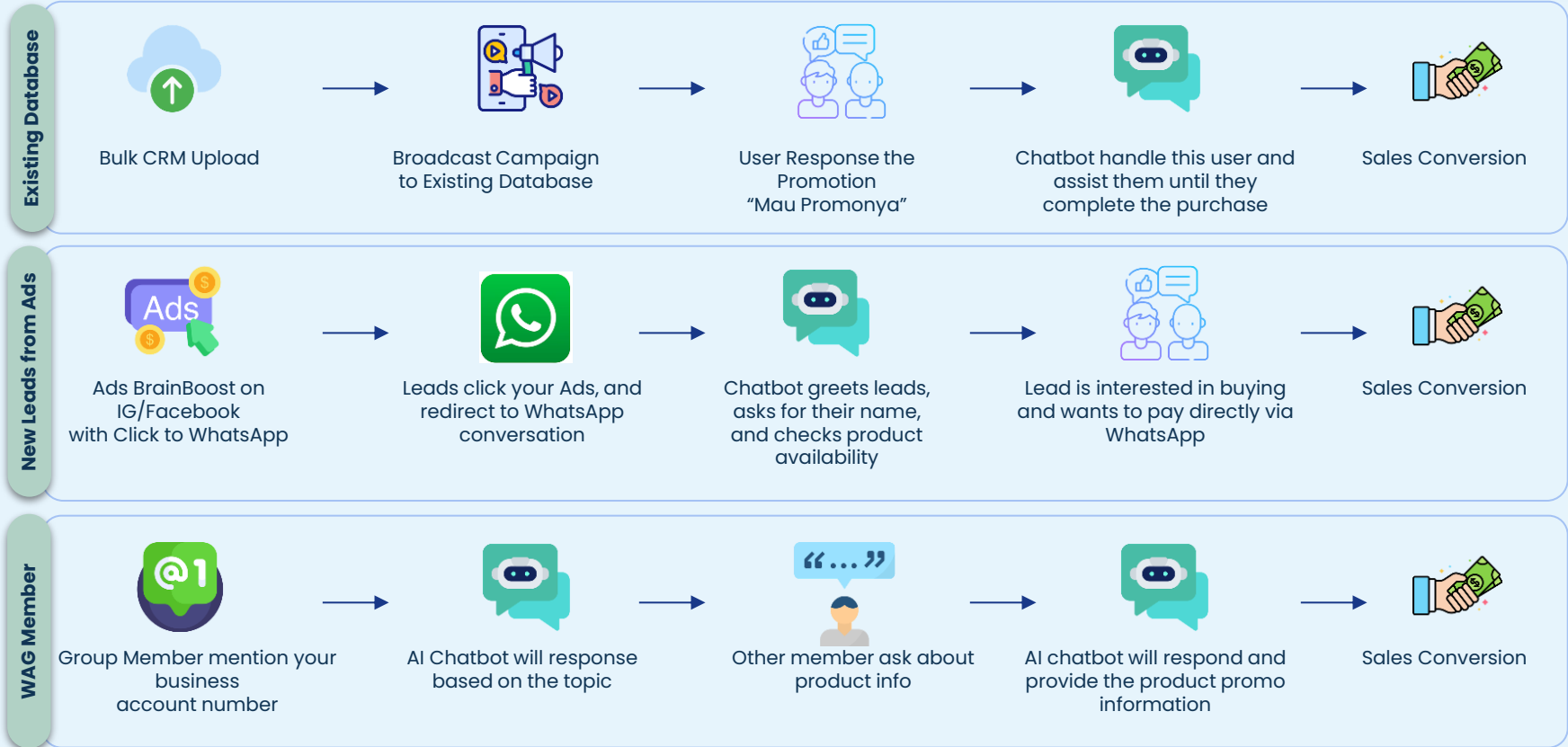


Watch LUBI as
Sales Trainer
[Click here](#)



Onewill service #3B: Leads Generation (AI Sales Conversion)

Convert leads to sales from your CRM, Ads and WAG



Onewill service **#4: Sales Academy** (sales training) Integrated sales training and mentoring to upskill your sales consultant



Sales Management consultant upskilling sales team performance through market competitive, leads generator, data analytics, and unconventional marketing action.

The oldest business school in Indonesia with active learning method through simulated problem from Harvard Business School or local business case.



Onewill service #4: Sales Academy (business workshop) Standardize sales rep for higher closing deals in 12 months program



1. Mindset

- The Art of communication
- Goal Pribadi
- Powerful Motivation
- Belief vs Value
- Perception
- Fixed Mindset vs* Growth Mindset*
- Adapting to Change*

2. Skillset

- Six Steps of Selling
- Approach
- Probing
- Presentation
- Handling Objection
- Call to Action
- Key Account Management

3. Tools Set

- Problem Solving and Decision making
- Creative Leadership
- AI Powered for productivity
- AI Sales Leadership
- Sales Hospitality*
- Sales Culture
- Service Excellent *
- Territory and distributorship

4. The X Factor

- Wisdom
- Role Model
- Probing
- Coaching
- Service
- NLP for leadership
- Marketing Strategy
- Strategic Leadership
- Balance Scorecard
- Mental Block
- Sales Pitch

Business Consultant Partner



Onewill service **#4: Sales Academy** (business gameboard) Labatruzz! Simulating 5 Years Business to 5 Hours



Eliminate silo mentality, increase business sense
and business alignment to
get customer and **gain revenue**
through game board.

Create by



Advise by



Knowledge based by



Our portfolio – Finance, BUMN, Oil & Gas



Pulse by Prudential

Insuretech superapp, sells product based on data, algorithm and behaviour.

Downloader:
10
Million

MAU :
500K
/Month

Sales
Conversion
6%



Kementerian Tenaga Kerja

AI WA bot for new employment regulation to business owner.

Target:
100K
Business
Owner

Open rate :
70%

Cost
Efficiency
40%



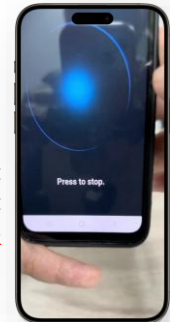
Pertamina Lubricants

Lubi AI trainer helps Lubricant Consultant sell the oil to distributors.

Productivity:
40%
efficient

Selling skill:
85%
improvement

Cost
Efficiency
20%



Watch LUBI
as Sales
Consultant
& WA bot
[Click here](#)

Our portfolio – Lifestyle, Skincare & New Energy



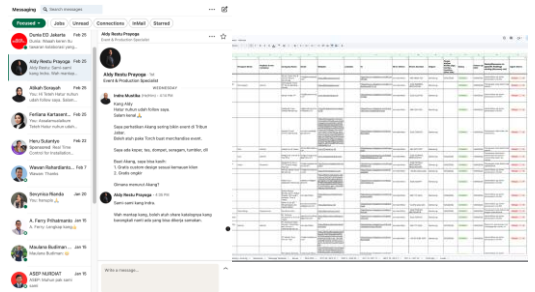
Torch.id

B2B Leads Generation

Contacts:
4000
Business Owner

ROI:
130%
on 5th month

B2B Visibility:
2X



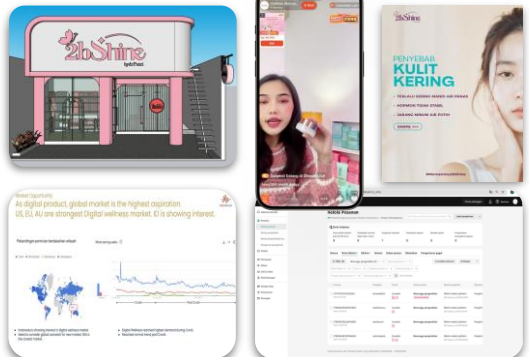
2BShine by Dr. Putri

Sales Management for skincare in Yogya. Online to offline.

Follower:
300%
Growth

E-commerce:
4hrs live
/Day

Sales Conversion
4%



Enviro Nusa

Sales Management, Digital Marketing & B2B Leads Generation

Target:
200mn
/Month

Contacts:
300
Business Owner

Meetings
4
Hot Meetings



Our portfolio – Automotive, Education & Technology

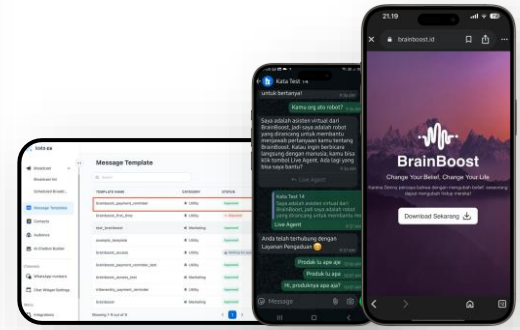
Yamaha Motor Live TikTok selling



IPMI x Onewill Academy Sales Management training with Harvard business cases.



Brainboost Sales management using AI, affliator, B2B partnership.



We grow together

Client who trust us



Official Partner

Client Testimonial



// **Onewill meningkatkan kemampuan tim Lubricant Consultant kami.**

Noor Khakim, Channel Mngt Mnggr
Pertamina Lubricants



// **Onewill is delivering result. Others are selling platform.**

Welly, MBA, Head of Market Access
Takeda Indonesia



// **Onewill is investment. Others are cost expense.**

dr. Putri Budi, Founder
2bShine

Onewill Sales Management Team

25 years expert member in sales management, digital marketing, sales analytics, leads capture, and sales training



Wawan Rahardianto, MBA

Founder, Chief Growth Officer, Jakarta

25 years experience lead marketing and sales team (digital & conventional) in Indonesia, Japan, Malaysia and Singapore.



Willy Premadi

Co-Founder, Chief Commercial Officer, Jakarta

25 years experience leads conventional sales team using B2B account management relationship.



Caki Zoehra

Creative Director, Jakarta

25 years marketing & communication leader with multinational award winning creative campaign from KAO, Unilever, Sasa and more.



Eko Sabar Riyanto

VP Business Solution, Jakarta

PM to help client achieving sales target for B2B, B2C, B2G using AI and Human.



Adhimono Wibowo

VP Media, Performance & Pragmatic, Jakarta

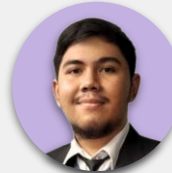
Online and offline multinational media expert converting ads from leads to sales.



Dewi Arum

VP Data Analyst, Bandung

Sales diagnostic and business analyst with experience in Indonesia and Vietnam.



Rafi Fauzan Abdillah

Leads Generation Manager, Jakarta

LeadsGen expert using multiple platforms to get contacts, nurture and set meeting.

Unlock Your
Sales Performance
Start NOW!

Thank you

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