

## CHAPTER IV

### CONCLUSION

Indonesia is one of the biggest countries in ASEAN with good economic growth. It is one of the countries in the world with busy activities in International trading. There are a lot of goods which can be sold to other countries such as spices and coconut oil. Because there are many goods which can be sold to other countries, PT AK Goldenesia was established to demands in the global markets and for the catering of the needs of the customers. PT AK Goldenesia is aimed at serving the customers in the field of Palm and Dairy Products which are essential substances for bakeries, confectionery, biscuit industries, ice cream industries, dairy producers and ginger and turmeric.

The writer was doing an internship in the office of PT AK Goldenesia from 11<sup>th</sup> January until 11<sup>th</sup> February 2016 from Monday to Saturday. During his internship, he was required to have a good English skills especially speaking, listening and business correspondence. English skill is required because the work as a marketing support team has lots of relation with English language especially when the writer got relationship with customers.

After he finished his internship, he got a lot of experiences. Before he had an internship in PT AK Goldenesia, he did not know what international trade was. During his internship in PT AK Goldenesia, he learned about how to sell product to other countries. For example, when he got customers from other countries by phone, automatically he was forced to learn how to speak politely and how to

attract the customers to buy PT AK Goldenesia's product. He also learned about how international trade company runs, how to work together as a team, how to manage time and how to make a good relation with other people.

The writer has some suggestions for PT AK Goldenesia. He suggests that every employees, especially Marketing Support team in PT AK Goldenesia, must have good English skill because every day the employees have relationship with customers from other countries.

The writer hopes that his experiences in this internship will be useful for him and other people especially the students who want to do internship in international trading company. He expects that he students who want to do internship can do the best because this opportunity is very useful for them.

