

## **CHAPTER IV**

### **CONCLUSION**

PT. Samudera Indonesia is a shipping company which provides an International and Local trades. PT. Samudera Indonesia tbk has nine lines business: Samudera Agencies, Samudera Stevedoring, Samudera Shipping, Samudera Logistics, Samudera Shipyard, Samudera Terminal, Samudera Salvage, Samudera Properties, and Samudera Service. Pt. Samudera Indonesia tbk is located on Jl. Perak Timur no. 400 Surabaya.

The writer did her internship at PT. Samudera Indonesia tbk for one month as a marketing assistant in NILEDUTCH & KYOWA shipping line. NILEDUTH & KYOWA shipping line provides an International trade around West Africa. As a marketing assistant, the writer had to learn about all the things that were related to business correspondence, make an annually report, and communicate with the fellow marketer, customers, and PT. Samudera Indonesia tbk partners either by phone call, face to face or through by email.

During the internship, the writer obtained many new experiences. The writer had a chance to be the real of marketing assistant, met a lot of new people with each different character, and felt the work atmosphere. The writer had to convince the customers that her own products had a superiority than others. The writer had several ways to be a good marketer such as understanding about export import marketing and became comprehend in several trades in West Africa such

as Luanda, Lobito, Douala and etc. It was an unforgettable experience, because it was not easy to become a real marketer with several rules and duty.

The writer hopes that her experiences in this internship will be useful for her and other students who want to do the internship in shipping company. The writer feels that doing the internship in PT. Samudera Indonesia was such a great experience and useful. Besides getting many experiences, the writer also had a chance to help and relieve a marketing staffs in doing their job.

The writer suggests for English Diploma program to be more required to improve and update the material about Business Communication and English for Office Management. The writer also hopes that PT. Samudera Indonesia tbk will be more successful in the future and develop an existing nine business lines to make it more comprehensive than before.