

CURRICULUM VITAE

PERSONAL DATA

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Date & Place of Birth : Jakarta, July 3, 1973



FORMAL EDUCATION

- 2019 – 2021** Master of Computer Science (S2) from University of BUDI LUHUR – Jakarta. Faculty of Information System Technology with IPK 3.6
- o Topic of final Thesis: Forecasting the number of traffic accidents in the DKI Jakarta province using the Artificial Neural Network Algorithm.
- 2002 – 2004** Master of Management (S2) from University of BUDI LUHUR – Jakarta. Faculty of Information Management with IPK 3.55
- o Topic of final Thesis: Analysis of Marketing Strategy in the PT. Broadband Network System.
- 1992 – 1997** Bachelor Degree (S1) from University of UNIKA ATMAJAYA – Jakarta. Faculty of Electrical Engineering majority in Telecommunication Technology.
- o Topic of final project: Plan system integration between DLC (*Digital Line Carrier*) with SDH (*Synchronous Digital Hierarchy*) Ring for Jarlokab in the STO Kebayoran Baru.
- 1989 – 1992** Senior High Schools, SMA Negeri 6, Jakarta Selatan
- 1986 – 1989** Junior High School, SMP Negeri 11, Jakarta Selatan
- 1980 – 1986** Elementary School, SD Negeri Kramat Pela 11 Pagi, Jakarta Selatan.

PROFESSIONAL EXPERIENCES

LECTURER/TRAINING EXPERIENCES

2005 – NOW UNIVERSITY OF PRAMITA INDONESIA

Lecturer at the Faculty of Faculty of Science and Technology, Majoring of Information Technical and Electrical Engineering teaches;

- System Communication Data (Fibber Optic, Wireless etc)
- Computer Introducing
- System Distribution
- Entrepreneur Information Technology
- Engineering Economic
- Probability and Statistics
- Computer System Architecture
- Microprocessor and assembly language
- Technology Multimedia and Web
- Artificial intelligence
- Data Mining etc

2011 – 2020 UNIVERSITY INDONESIA, Depok - Jakarta

Lecturer at the Faculty of Technical Majoring of Banking Sharia Technically, teaches;

- System Information Management Sharia
- Sharia Banking Commercial Contract
- Software Engineering
- System Banking Information

2017 – 2019 POLITEKNIK NEGERI JAKARTA, Depok - Jakarta

Lecturer at the Faculty of Technical Majoring of Electro Technically, teaches;

- System Transmisi
- Broadband Digital

2010 – 2015 UNIVERSITY MUHAMMADIYAH PROF.DR. UHAMKA, Jakarta

Lecturer at the Faculty of Banking Sharia, Majoring of Management teaches;

- System Information Management
- Computer Networking

Lecturer at the Faculty of of Technical, Majoring of Information Technical teaches;

- Data Communication
- Computer Network
- Advanced Computer Network
- Microprocessor
- Analysis of System Design
- Information Systems

2012 – 2019 UNIVERSITY BHAYANGKARA RAYA - Jakarta

Lecturer at the Faculty of Technical Majoring of Information Technically, teaches;

- Artificial Intelligence
- Analysis & Design System Information
- Bahasa & System Automata
- Programming Berorientasi Object
- System Basis Data
- Distribution Database etc

EMPLOYMENT EXPERIENCES

2014 – 2022 PT. MITRA INOVASI TEKNOLOGI DAN INDUSTRI, Jakarta

Deputy Director Responsible for managing all activities within the company in order to achieve company goals and high customer satisfaction in the market and develop market prospects. Controlling the company's products & services to customers, following sales and purchasing activities to comply with the rules, management directives and/or company policies, rules & regulations.

2010 – 2012 Balai Incubator Technology (I-Tech) BPPT Puspiptek, Serpong

Consultant & Project Implementation, Responsible to adviser, analysis and researched proper ness all project of institution; maintenance relationship between investor and new tenant and existing. And preparing and then implementation project-project marketing I-Tech, like workshop, exhibition all Indonesia, technopreneur award etc.

2008 – 2010 PT. SWADHARMA DUTA DATA, JAKARTA (IT BNI'46)

Senior Sales Manager, Responsible to manage achieve highly sales and customer satisfaction objectives markets Micro and prospect new customers. With Target Market:

- Bank BUMN/ Government & Bank Swasta
- Financing Industrial

Managing and supervising sales team consist of 4 dedicated sales people, coordination with Business Development for any product and marketing plan, undertake extra duties as and when requested as mutually agreed with Director or other management team or business units.

2004 – 2008 PT. UNION for Solution & Quality, JAKARTA (IT Company)

Director. Responsible for managing all activities within the company in order to achieve company goals and high customer satisfaction in the market and develop market prospects. Controlling the company's products & services to customers, following sales and purchasing activities to comply with the rules, management directives and/or company policies, rules & regulations

2003 – 2004 PT. BROADBAND NETWORK SYSTEM, JAKARTA (IT Company)

- **Sales Manager**, Responsible to achieve highly sales and customer satisfaction objectives covering pre-assigned markets and prospect & services following appropriate selling activities. Managing and supervising 5 sales person and

then develop to be 9 sales person and directly report to Chairman (CEO).

With Target Market:

- Enterprise (Corporate, MTU, Hotel, MNC, FBIS, Industrial),
- Consumer (Apartment, Residential)
- Reseller (Wartel, warnet, SMART, BS partner)

2000 – 2003 PT. MWEB INDONESIA, JAKARTA (IT PMA Company)

- **Sales Manager**, Responsible to achieve highly sales and customer satisfaction objectives covering pre-assigned markets and prospect new customers & partnership, services following appropriate selling activities and directly report to BOD.
- **Manager Business Development**, Responsible for manage & planning any business units and create expedition marketing even with 2 staff Marketing 1 staff design and report to BOD (Board of Director)

1999 – 2000 PT. CARAKAYASA BINEKATARA, JAKARTA (ISP Provider)

Senior Account Manager, Responsible to achieve highly sales and customer satisfaction objectives covering pre-assigned markets and prospect new customers for company. Product and services following appropriate selling activities and directly report to CEO.

1997 – 1999 PT. NOKIA INDONESIA, JAKARTA (IT Company)

Account Manager, Responsible to achieve highly sales and customer satisfaction objectives covering pre-assigned markets and prospect new customers of company products (Specific data communication) & services following appropriate selling activities and directly report to Director. With target market: all ISP companies in Indonesia and achieve target on the 3 months.

ADDITIONAL INFORMATION

- Having successfully completed Certification Integrated Management Project PMBOK 4th edition at Prosys Solutions. (March 2010)
 - Meets the competency requirements for the Qualification bellow Director (Certificate VI) in the area of Islamic Rural Bank. (2011)
 - Member of the APTIKOM Central Jakarta, Information and Computer Higher Education Association.
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