

My Portofolio



Introduction

Hi, I'm Riski Alfaizi, a Business Development Executive & Data Enthusiast with a strong background in business strategy, data analytics, and market intelligence. I hold a Magister Administrasi Publik from Universitas Esa Unggul, Jakarta (2024) and a Bachelor's degree in Public Administration from STIA, Jambi (2020).

With over 5 years of professional experience in fintech and technology industries, I have successfully contributed to business expansion, user acquisition, and data-driven optimization. Throughout my career, I have worked with leading companies such as FinAccel (Kredivo Group), Grab Indonesia, and Komisi Pemilihan Umum (KPU), where I played a key role in developing strategies that enhanced market performance and operational efficiency.

I aspire to continue innovating in the fintech, technology, and data analytics sectors, helping businesses harness the power of data to achieve sustainable growth. I am highly skilled in business intelligence, data-driven decision-making, market analysis, and digital transformation, ensuring that companies stay ahead in a competitive landscape.

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Key Skills

- Programming & Data Tools: Python, (MySQL, HTML, PHP, Bootstrap, CSS, PostgreSQL, DB Browser SQL), Power BI, Excel, Google Workspace (Docs, Sheets, Drive, Google Analytics), Jupyter Notebook, Anaconda, Xampp, Visual Studio Code
- Data Management: Salesforce, Stellar, Bolt Affiliate System, KYC Verification, Document Archiving, Employee Data Management
- Business Intelligence & Data Analytics: Data Visualization (Power BI, Google Data Studio), Dashboarding, Data Cleaning, A/B Testing, Hypothesis Testing, Reporting & Performance Metrics
- Project Management & Collaboration Tools: Slack, MessageBird
- Languages: Indonesian (Native), English (Intermediate)
- Soft Skills: Leadership, Team Collaboration, Problem Solving, Critical Thinking, Effective Communication, Time Management, Negotiation



Work Experience



01

Administrative Officer - Komisi Pemilihan Umum (KPU), Jambi (Jan 2018 – Dec 2019)

- Managed 40,000+ voter data, ensuring accuracy from the Temporary Voter List (DPS) to the Final Voter List (DPT).
- Coordinated with 10+ stakeholders, ensuring smooth data management and reporting.
- Created 50+ financial and administrative reports, supporting election transparency and efficiency.



02

Partner Acquisition - Grab Indonesia (Jun 2021 – Jun 2024)

- Managed 6,600+ partner data, improving onboarding efficiency by 25%.
- Led digital campaigns that generated 20,000+ interactions and 2,000+ new prospects.
- Developed GrabCar Mobile Agent & Grab Kiosk, increasing operational efficiency by 40%.
- Supervised Field Sales Jabodetabek (10+ team members), onboarding 500+ partners weekly.



03

Business Development Executive - FinAccel (Kredivo Group) (Jan 2025 – Present)

- Developed data-driven business strategies, increasing merchant retention by 30%.
- Optimized CRM and partnership strategies, boosting user acquisition by 30% in 6 months.
- Monitored 100+ partner performance and proposed 10+ new initiatives, improving revenue by 15% per quarter.

Projects

Bootcamp Data Science - Kelas.com (Oct 2024 – Mar 2025)

Data Science & Machine Learning Projects

- Sales Force Training Analysis: Improved sales performance prediction accuracy by 20%.
- Housing Price Prediction: Conducted EDA and data cleaning, enhancing pricing prediction accuracy by 15%.
- Machine Learning & AI: Developed Regression, Classification, Clustering, PCA, CNN, and LSTM models.

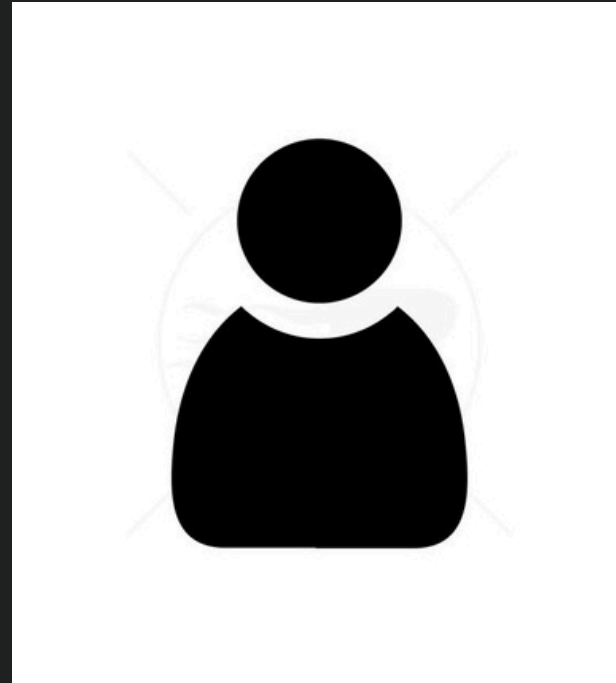


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Certifications & Training

- Data Scientist – Kelas Work by Kelas.com (2025)
- Microsoft Power BI – LinkedIn (2024)
- Project Management Professional (PMP) – Udemy (2024)
- Recruiting & Developing – LinkedIn (2024)
- Finance & Accounting – Myskill (2023)
- Python for Data Science – DQ Lab (2022)
- Web Development & Programming – LKP Protech, Depok (2021)





My Contact

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Thank You

