# ADITYA KELVIAN YUNIANTO

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# WORKING EXPERIENCE

**Freelance,** Purbalingga Aug 2024 – Present

*Fullstcak Developer*

* Mentored and developed a team of 3 associates and 8 interns, resulting in a 25% improvement in team project completion rates.
* Oversees a portfolio of 7 clients across the healthcare, financial services industries, and renewable energy sector.
* Successfully implemented a new business intelligence platform, leading to a 12% increase in overall company revenue.
* Expanded the company's client base by 20% through effective business development initiatives.
* Reduced project turnaround time by 15% through process optimization and automation.

**Pain & Company,** Semarang Jul 2023 – Dec 2024

*Associate*

* Managed a team of 3 analysts to deliver 8 projects within budget and 2 weeks ahead of schedule.
* Played a pivotal role in the successful launch of a new mobile application for a major telecommunications client.
* Increased customer acquisition by 15% through data-driven customer segmentation and targeted marketing campaigns.
* Developed and implemented a new customer relationship management (CRM) system, resulting in a 10% improvement in sales efficiency.

**Salwa Digital Printing**, Jakarta Jan 2018 – Des 2019

*Graphic Design*

* Conducted a comprehensive market analysis for the renewable energy sector.
* Developed a predictive model that increased solar panel sales by 22% through optimized pricing and distribution strategies.

# EDUCATION

**Universitas Semarang**, Semarang Mar 2020 – Aug 2024

*Sistem Informasi*

GPA 3.47 of 4.00

# ACHIEVEMENTS

**Best Student Class of 2017,** Bandung Aug 2020

*2nd Students with Highest GPA in Semester II - Year 2020/2021.*

**Dean’s List FTSL ITB,** Bandung Feb 2020

*3rd Students with Highest GPA in Semester I - Year 2019/2020.*

**Dean’s List FTSL ITB,** Bandung Feb 2019

*3rd-4th Students with Highest GPA in Semester I - Year 2018/2019.*

**National Mathematical Sains Olympiad**, Karawang 2016

*1st Place*

# LEADERSHIP ACTIVITIES

**KMIL ITB’s October Graduation,** Bandung Sep - Oct 2019

*President*

• As a Leader, had responsibility to led the committee to organize the event and responsible to ensure the event run successfully which consists of graduation’s night, parade, and ceremony.

• Oversee committee performance, timeline achievement, and schedule the committee’s internal coordination meeting.

**KMIL ITB’s Gathering Night**, Bandung Oct 2018

*Head of Logistics*

*•* Successfully pioneered the event, a gathering night for new KMIL members.

• Searched and provided all logistic items for the event.

# CERTIFICATIONS

**IELTS Academic** Dec 2023

*Band 7.5 / CEFR C1*

**CFA Institute** Aug 2023

*CFA Level I*

**TICMI** Nov 2021

*Investment Manager Representative*

# LANGUAGES AND SKILLS

*•* Bahasa Indonesia (Native), English (Professional Working Proficiency), Deutsch (Elementary Proficiency).

• Ms. Excel (Excel Skills for Business Specialization by Macquarie University on Coursera).

• ChatGPT, Ms. Access, Ms. Power BI, Ms. PowerPoint, Ms. Teams, Adobe Photoshop, Adobe Premiere Pro.

• Basic Accounting, Financial Markets (Understanding Financial Market Certificate by University of Geneva on Coursera), Financial Modelling, Quantitative Analysis, Valuation, Portfolio Optimalization (Markowitz Model).

• Passionate in: Investment Banking, Asset Management, Professional Children, Housefather.