Alindra Setya Ardana

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Professional Summary

Results-driven **Pre-sales Engineer** specializing in enterprise Networking and Security infrastructure, enhanced by a strong expertise in **AI-driven workflow automation** and n8n integration. Proven track record in leading successful Proof-of-Concepts (POCs) and designing optimized solutions for complex environments. Adept at bridging technical complexities with business value, leveraging modern AI tools to accelerate solution delivery and technical advisory.

Core Skills

- **Networking & Security:** MikroTik (MTCNA), Maipu (MCIE), Cisco, Hillstone (HCSA), AhnLab (TG, EPP, EPS), FTTH Devices.
- **Automation & AI Integration:** n8n Workflow Automation, Agentic AI Logic, AI Tools (Gemini, ChatGPT, Perplexity), Basic Programming Logic.
- **Systems & Infrastructure:** Linux (Debian & Ubuntu Server), Docker, Barcode & RFID Technology.
- **Pre-sales & Technical Strategy:** Solution Sizing, Proof-of-Concept (POC) Management, Technical Proposal Writing, Product Testing & Market Feasibility.
- **Professional Excellence:** Technical Presentation, Solution Advisory, Customer Engagement, Project Coordination.
- **Tools & Productivity:** Notion, Microsoft Office, Google Workspace, Online Meeting Platforms.
- **Languages:** Indonesian (Native), English (Professional Working Proficiency).

Professional Experience

PT Porta Nusa Indonesia – Jakarta, Indonesia
Pre-sales Engineer (Technical Product Consultant) (Jan 2025 – Present)

- **Orchestrated** 50+ technical enablement sessions and product updates for partners and end-users, focusing on Network and Security solutions.
- **Engineered** optimal solution designs through precise product sizing and technical consultations, aligning infrastructure with client business needs.
- **Spearheaded** 6 successful Proof-of-Concept (POC) sessions, providing technical validation and successfully mitigating risks for enterprise clients.
- **Leveraged AI & Automation tools** (n8n & AI models) to streamline technical proposal writing and internal sizing workflows, increasing response time to sales inquiries.
- **Collaborated** with the sales team to facilitate the closing of major network infrastructure projects through advanced technical guidance.
- **Validated** new product market-fit by conducting rigorous technical evaluations and market feasibility analyses.
- **Served as a Key Speaker** at 3 corporate events, presenting innovative technical solutions to boost brand visibility.

PT Nusa Network Prakarsa – Jakarta, Indonesia
Pre-sales Engineer (Technical Product Consultant) (Feb 2024 – Jan 2025)

- **Spearheaded** 25+ technical training and enablement sessions for users and partners to drive product awareness.
- **Architected** optimized network solutions by providing detailed product sizing and strategic technical consultations.

- **Led and successfully completed** 3 Proof-of-Concept (POC) sessions, ensuring technical feasibility and client satisfaction.
- **Facilitated** the sales lifecycle by developing comprehensive technical proposals and managing end-to-end pre-sales activities.

PT Lingkar Kabel Telekom – Sukoharjo, Indonesia
Network Operational Center (Jun 2023 – Jan 2024)
- **Managed** network infrastructure health through continuous monitoring and precise configuration of system parameters.
- **Resolved** technical disruptions by executing systematic troubleshooting and managing ticketing systems for diverse clients.
- **Delivered** high-quality first-line technical support, ensuring system uptime and consistent service level compliance.
- **Optimized** incident response efficiency through proactive technical coordination and customer service excellence.

Education

Universitas Terbuka – Tangerang, Indonesia
Information Systems (Oct 2024 – Present)
SMK N 5 Sukoharjo – Sukoharjo, Indonesia
Computer and Network Engineering (Jul 2020 – Jun 2023)

Personal Project

- **Semata Tailor UMKM Tailor System** (Link)
  A smart workflow system for SMEs, integrating order logging, real-time customer progress tracking, and administrative functions.
  (Key Technology: AI Tools, N8N & Basic Programming Logic)
- **AI LIN Assistant Personal Daily Assistant** (Link)
  A modular personal assistant accessible via a chat interface (Telegram), designed to integrate Productivity, Finance, Health, and Learning functions.
  (Key Technology: AI Tools & N8N Automation)

Certifications & Awards

- **Competitions:**
  - 1st Place – LKS ITNSA Sukoharjo (2023)
  - 6th Place LKS ITNSA Central Java (2023)
- **Certifications:**
  - MikroTik Certified Network Associate (MTCNA)
  - Maipu Certified Internetwork Expert (MCIE : Enterprise)
  - Palo Alto Sales Product Specialist
  - Hillstone Certified Security Associate (HCSA)
  - Ruijie Certified Network Associate (RCNA RS)
  - Ahnlab Certified Security Associate (TG, EPP, EPS)
  - DatApp Engineer Certified
  - Networking Essentials
  - FCF - Introduction to the Threat Landscape
  - Certificate in Computer & Network Engineering
  - BLC Telkom Klaten Internship
  - View All Certificates