

Objective

Looking for a challenging middle-top management position that will utilize acquired expertise and experience in Operational Management, Enterprise Business Analyst / Consultant, Project Management, Implementation / Advisor, Brand and Marketing Accelerator, Sales & Business Development.

Professional Level of Experience Highlights

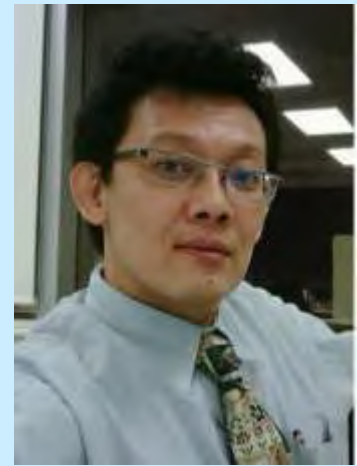
Highly innovative, goal-oriented professional with over 20 years intensive experience in various business industries such as: planning and execution of Information Technology, Distribution and Supply Chain Management to achieve strategic business goals and a solid track experience in **Asia, United States Africa and Europe** as project manager, senior principal consultant, pre-sales and business analyst / development with task to record the design, development and implementation *ERP (Enterprise Resource Planning) & CRM (Customer Relationship Management)* package solutions. As well as design and modification of the Balanced Scorecard - management and evaluation strategy.

Has been implementing this model in different sectors: hospitality, health care, property, engineering and construction, distribution, manufacturer, natural resources, plantation, social services and educational organisations.

A strong work ethic combined with a commitment to excellence in all projects undertake, created outstanding record of achievement in troubleshooting and resolving client issues.

Summary of Qualification

- Dynamic self motivated Senior Consultant and Management Professional with demonstrated effectiveness in cost saving, budgeting, planning, and leadership with high-energy, ability to organize and manage multiple functional and technical consultants in projects to meet deadlines, willing to heavy travel, have high expectations and flexibility to adapt with changing environments & technical landscape.
- Ability to establish enterprise-wide business strategies and plans by assisting company in wide research, evaluations, design, planning and implementation of functional ERP and CRM applications and business systems for domestic and international sites.
- Excellent communication, interpersonal, research/analysis, team player and leader, quick learner, able to group new ideas, concepts and methods also thrive on challenge.



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Education and Professional Training

<i>Sekolah Tinggi Ilmu Keuangan dan Perbankan (STIKUBANK)</i> BA of Management Finance and Operational Banking	1987-1990 Semarang - Indonesia
<i>JD Edwards Training Center (Certified) - Distribution Modules World A73:</i> Inventory Management, Sales Order Processing, Purchase Management, Warehousing Management, Advanced Pricing	March 1996 Singapore
<i>JD Edwards Training Center (Certified) - Accounting Modules World A73:</i> General Accounting, Account Receivable, Account Payable E C S (Energy & Chemical System) A7.3	June 1997 Singapore
<i>JD Edwards Training Center (Certified) – Foundation OneWorld B7331:</i> Overview (OneWorld – B7331), Cornerstone (OneWorld – B7331)	October 1999 Costa Mesa, CA - USA
<i>JD Edwards Training Center (Certified) Manufacturing (OneWorld – B7331)</i> Product Data Management, Shop Floor Management, Resources & Capacity Planning	October 1999 Denver, CO - USA
<i>Merapi e-business solution - proALPHA Training</i> Basis, Inventory Management (IM), Sales Distribution (SD), Purchase Order (PO), Production Planning (PP), Finance& Accounting (FA)	Jan 2005 Jakarta - Indonesia

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Professional Experiences

<p>June 2014 - Present</p> <p>Independent Professional</p> <p>APAC</p>	<p>HPW Solutions <i>Professional Advisor</i> Help clients solve business problems with technology solutions. Interact directly with key client stakeholders to design and implement software applications that help clients increase revenue, decrease costs and/or improve operational efficiencies.</p> <p>Engagement:</p> <ul style="list-style-type: none"> Feb – Oct 2015 : Indosat Ooredoo - Leading Telecommunication company as Project Manager The objective of the project is to establish and put in place a clear and solid Asset Management System Framework (AMSF), which would enable the company to ensure: <ul style="list-style-type: none"> Adoption of the “end-to-end” asset lifecycle management process Alignment and synchronization of various asset databases and ERP application Alignment and synchronization of performance scorecards and KPIs across various working units within the asset lifecycle management Sep 2015 : Petronas Indonesia as Health Check Solution Advisor The Objective of the HCR project is to identify issues to maximize the continued satisfaction with current software solution. The intent of the HCR is implementation review and identifying areas where the business can better apply the software to meet the business needs of the organization also given recommendation solution that will result in having a stable system. 2014 : Vision Ease Asia as Solution Application Trainer
<p>April 2012 – May 2014</p> <p>ASEAN</p>	<p><u>Oracle Corporation</u> <i>Senior Principal Sales Consultant – ASEAN</i></p> <ul style="list-style-type: none"> Drive the Oracle opportunities (JD Edwards, EBS, GRC) across region through: <ul style="list-style-type: none"> ✓ Supporting the business plans together with the Applications GM and Sales Managers in each country ✓ Supporting and managing opportunities and account plans, battle plans, etc. ✓ Participating in business development, demand generation and marketing activities ✓ Providing presales technical / functional support to prospective clients and customers Managing Partners and Relationships <ul style="list-style-type: none"> ✓ Identifying the appropriate partners for assisting in responding to RFIs and RFPs ✓ Partner enablement and training Opportunity and Sales Management: <ul style="list-style-type: none"> ✓ Develop and deliver high quality standard Oracle presentations and demonstrations. ✓ Handle objections and questions ✓ Understanding of competitive landscape and how to address these in opportunities ✓ Demonstration of the Oracle value and using these effectively in competitive situations ✓ Present and articulate advanced product features, business value, product future direction and overall Oracle solutions. ✓ Design, validate, and present Oracle software solutions to include advanced product concepts, future direction, and 3rd party complimentary products. ✓ Manage the RFP process, including responses, POC and presentations, etc. ✓ Leverage cross-LOB Oracle resources (e.g. Applications, Technology, etc.) to achieve results
<p>2010 - 2012</p> <p>Independent Professional</p> <p>APAC</p>	<ul style="list-style-type: none"> 2011 - 2012 <u>PHE ONWJ (PERTAMINA)</u> - Jakarta Indonesia <i>Project Manager for Oracle EBS upgrade R12</i> Responsible for monitoring execution of detailed tasks on the project and lend expertise in various roles to support team during the Oracle implementation process. <ul style="list-style-type: none"> ✓ Reviews project deliverable schedule and key progress on a weekly basis within Team

	<ul style="list-style-type: none"> ✓ Manages deliverables schedules and reporting progress on a fortnightly basis with Project Steering Committee ✓ Day-to-day management of staff and process, project prioritization, review and approve project status at regular intervals ✓ Resolution of project issues and escalate to steering committee ✓ Manages project scope and propose scope changes to Project Steering Committee ✓ Reviews and approves key project deliverables and propose to Project Steering Committee for approval ✓ Secures project resources and budgets critical to project success <ul style="list-style-type: none"> • 2010 - Unica Affinium (IBM Company) – Bangkok, Thailand <i>Project Manager</i> of UNICA affinium implementation for Siam Commercial Bank (SCB) October 2010 – January 2011 <ul style="list-style-type: none"> ✓ Managing day by day implementation of Unica Suite (Interactive Marketing Utility) ✓ Reviews project deliverable schedule and key progress on a weekly basis ✓ Manage deliverables schedules and reporting progress on a fortnightly basis ✓ Day-to-day management of staff and process, project prioritization, review and approve project status at regular intervals ✓ Resolution of project issues and escalate to steering committee ✓ Manages project scope and propose scope changes to Project Steering Committee ✓ Reviews and approves key project deliverables and propose to Project Steering Committee for approval ✓ Secures project resources and budgets critical to project success
2008 – 2010 The Netherlands EUROPE	ADM EUROPE BV – Food & Energy Manufacturing Industry <i>Business Analyst II – JD. Edwards Inventory & Manufacturing Module</i> <ul style="list-style-type: none"> ✓ Responsible to plan, design, test and implement modifications, interfaces and reports for complex JDE applications, and consult with users, technology liaisons, applications support personnel and developers when researching on potential solutions also conduct training, and support of JDE in related interface with other system such ICSS, Webpro, etc. ✓ Define highly complex business requirements, conduct business analysis, provide input to system's specifications, analyzing gaps between requirements and JDE functionality, also documenting business processes. ✓ Gather requirements for specific JDE functional areas and perform system configuration, set up, site reviews; support prototype and integrated systems testing, Key and End User training, go-live activities as well as post go live support
2005 - 2008 Indonesia, Malaysia & Singapore	PT. BERKAT MITRA JAYA - Labor, Head Hunter and Employment Agency <i>Chief Operational Officer</i> <ul style="list-style-type: none"> ✓ Handling day to day recruitment process and hiring candidates to fulfill the client requirement. ✓ Steering Committee for implementation of the balance scorecard for strategic human resource and performance measurement systems in recruitment and employment. ✓ Provide day-to-day leadership and management to a service organization that mirrors the adopted mission and core values of the company. ✓ Responsible for driving the company to achieve and surpass sales, profitability, cash flow and business goals and objectives. ✓ Responsible for the measurement and effectiveness of all processes internal and external. Provides timely, accurate and complete reports on the operating condition of the company. ✓ Spearhead the development, communication and implementation of effective growth strategies and processes. ✓ Collaborate with the management team to develop and implement plans for the operational infrastructure of systems, processes, and personnel designed to accommodate the rapid growth objectives of our organization. ✓ Motivate and lead a high performance management team; attract, recruit and retain required members of the executive team not currently in place; provide mentoring as a cornerstone to the management career development program.

	<ul style="list-style-type: none"> ✓ Act as lead "client-care officer" through direct contact with every client and partner. ✓ Assist, as required, in raising additional capital at appropriate valuations to enable the Company to meet sales, growth, and market share objectives. ✓ Foster a success-oriented, accountable environment within the company. ✓ Represent the firm with clients, investors, and business partners.
<p>2001 - 2008</p> <p>Independent Professional</p>	<p>Coordinate all Project Manager within Company in deliver solution to the customers. Advisory and Managing all ongoing implementation to ensure smooth transition and Go live on time and on budget.</p> <p>Engagement:</p> <ul style="list-style-type: none"> • 2008 PT. Media Nusantara Citra Tbk. - TV Broadcasting & Media (MNC Group) PT. Media Nusantara Informasi - Seputar Indonesia Newspaper <i>Project Manager (Oracle EBS Fin.Acct.& Distribution Implementation)</i> • 2007- 2008 - PT. Onesoft Enterprise Indonesia <i>Solution Advisor & Project Operational Management</i> Engagement: <ul style="list-style-type: none"> - PT. Naga Sakti Pharama Shoes Indonesia - PT. Hemel Electric - PT. Inkote Indonesia - PT. Truba Engineering - PT. Sahabat Indonesia • 2006 - PT. Hutchinson Telecommunication Indonesia <i>Co PM for Oracle EBS Implementation Project</i> • 2006 - PT. Indomobil Suzuki Indonesia <i>Project Manager Oracle EBS Project for AP Interface and Budget Control System</i> • 2005 - Merapi e-Solutions (Business Partner proALPHA – Germany) <i>PM & Business Services Consultant</i> Primarily responsibilities for managing & developing overall PM activity include implementation audit, process design re-development, test script development, testing in the project-level client relationship • Nov 2002 – Dec 2003 PT. CISADANE RAYA CHEMICALS - Oleo Chemicals and Soap Manufacturer <i>Project Application Architect</i> JD Edwards (XE) implementation (finance & distribution), as quality assurance & , business process consultant for improvement and assist client in bringing the implementation back on track and through Go Live to replaced previous Big 5 consultants implementation • 2002 - PT JASUINDO TIGA PERKASA (Sidoardjo) - Bond & Stock Printing Company <i>Trainer / Tutor</i> for JD Edward (XE) manufacturing modules' training (Manufacturing Accounting & Product Costing) on behalf of PT. Berca Hardayaperkasa (Oracle's BP) • Feb 2002 – Nov 2002 Lafarge Inc. / PT. Petrojaya Boral Plasterboard (Manufacturer and distributor of gypsum / plasterboard) Hand in hand with Pricewaterhouse Coopers Consulting to re-implemented JD Edwards (XE) modules to replaced previous company in-house implementation. Implementing BPR to adoption of total quality management principals and balanced scorecard at the regional policy and day to day corporate operational, as well. • 2001 - Reckitt Benckiser Inc. (Jakarta – Indonesia)

	<p>Manufacturer and distributor of consumer goods <i>Trainer for JD Edwards Distribution Module (IM, SOP and PO)</i></p>
<p>1999 – 2001</p> <p>San Francisco California</p> <p>USA</p>	<p>MarchFIRST Inc. (Formerly of Whittman-Hart Inc. merged with USWEB/CKS) <i>Senior Consultant – JD Edwards</i> Applied business knowledge, experience, implementation methodology and extract client business needs to ensuring successful implementations. Engagement:</p> <ul style="list-style-type: none"> • Cultured Stone Inc. – OWEN CORNING Group (Napa Valley, CA – USA) Global Producer of Manufactured Stone <i>Senior Consultant,</i> Implemented JD Edwards (World A7.3) to match with new business process re-engineering, Analyst Client Requirement, Gap Analysis, Conference Room Pilot (CRP), User Acceptant Test (UAT), Functional Design Specification, conducted extensive key / end-user training and daily help desk to all distribution, manufacturing and finance/accounting modules.
<p>1998 - 1999</p> <p>Jakarta Indonesia</p>	<p>PT. KREATIF GLOBAL PRIMASOLUSINDO IT Consulting and JD Edwards Service Partner Company <i>Business Development Manager & Senior Project Manager</i> As a team application leader to integrated, development and implementation JD Edwards application to serving a nationwide territory. Develop segment-specific marketing & new sales strategies to identify and increasing new markets opportunity as well as develop new marketing materials, presentation tools, and training materials for existing and new products to support and bring increased profitability. Established processes and procedures to emerging business opportunities with regional principal Engagement:</p> <ul style="list-style-type: none"> • Aug 1998 – Feb 1999 PT. GLOBAL ELUX*(Electrolux Jakarta - Indonesia) Distribution company of electronic and home appliances. Conducted and monitored implementation activities for distribution system (Phase II) by using JD Edwards' REP methodology and coordinated system flow with Finance Project Team to integrate JDE's Distribution with existing financial modules (Phase I)
<p>1995 – 1998</p> <p>Jakarta Indonesia</p>	<p>PT. INFOTECH GLOBAL DISTRIBUSI IT Consulting Company (JD. Edwards and IBM Business Partner) <i>Project Manager* & Senior Application Consultant</i> Manage project and performed depth analysis on alternatives and in selection of business process methods, this resulted in improved customer service. Working closely with partners to deliver project scope, conducted project team training and implementation on scheduled. Engagement:</p> <ul style="list-style-type: none"> • Sep 1997 - May 1998 ✓ PT Praxair Indonesia. (Surabaya/Jakarta- Indonesia) - Gas Producer company • 1996 - 1997 ✓ PT. Infotech Global Distribusi (Jakarta – Indonesia) Corporate in-house implementation for InfoAsia group ✓ PT. Semen Cibinong (Jakarta - Indonesia) - Cement manufacturer & distributor ✓ Mitsubishi Smelting Co. (Gresik/Jakarta – Indonesia) - Smelting company
<p>1996 - 1998</p> <p>Jakarta Indonesia</p>	<p>TRIADHIGUNA MANUNGGAL <i>Project Advisor & Delivery Manager</i> Provided management consulting services to client in re-engineering purchasing, sales order and warehousing functions, which resulted in the reduction of cycle time and the accurate tracking of inventories at the client's warehouse and in transit. Implemented ERP system that improved the clients inventory turns and reduced obsolescence in their production lines Engagement:</p> <ul style="list-style-type: none"> • 1996 – 1998

	<p><u>PT. Oriental Asahilyman</u>* Carton box manufacturer and distributor as <i>Project Manager</i>, Responsible for participating in client ERP design process that would meet business requirements, articulate technical merits of the in house application solution. Work with clients and hardware partners to determine requirements, develop project, architecture, and implementation plans.</p> <ul style="list-style-type: none"> 1998 <p>CV. Pintumas* Garment Industry as <i>Project Manager</i>, Responsible in design, development and implementation process of consolidation and automated distribution module also Y2K upgrade.</p>
<p>Aug 1993 – July 1995</p> <p>Jakarta Indonesia</p>	<p>PT. PUSAKA YUDHANUSA PT. MULTISARANA BAHTERAMANDIRI International Freight Forwarding and Distribution/Storage Company <i>IT Manager, Vice General Manager Distribution</i> Analyses, design, developed procedures & setup applications (Shipping, container & warehouse management) to meet business requirements for freight forwarding & warehousing industry.</p>
<p>1992 - 1993</p> <p>Jakarta Indonesia</p>	<p><u>SANNO JAKARTA AIRPORT HOTEL</u> Hospitality, Hotel & Resort Company <i>Information Technology Manager, Night/Duty Manager and Chief Engineer</i> Night & Duty Manager while none of the managerial level stay in the hotel, handling daily activities operational and IT in Front and Back Office (R-Hotel-S). Develops version of balanced scorecard to gauge the effectiveness of hotel operations. The balanced scorecard takes into account the objectives of both owners and managers in assessing a hotel's success. The scorecard tallies financial data, but it also accounts for the customers' assessment of the hotel and examines the extent to which the organization maintains effective functions and develops its human resources.</p>
<p>1990-1992</p> <p>Semarang Indonesia</p>	<p><u>PT. REALTA CHAKRADARMA</u> - IT Consulting Company <i>Implementation Consultant</i> Performed system software installation, implementation and maintenance. Integrated front office and back office systems with Logistic, Account Receivable, Account Payable and General Ledger (R-Hotel-S). Engagement:</p> <ul style="list-style-type: none"> - Gelora Motor (Semarang – Indonesia) - Sumber Daya Teknik (Semarang – Indonesia) - Graha Santika Hotel (Semarang – Indonesia)

Others Experiences

Event & Seminar Speaker

Jakarta, 13 February 2014

Oracle – BOMA (Building Owner and Management Association) Event

Session Theme:

Helping you to EMPOWER your enterprise property business with the RIGHT tools

Synopsis:

We believe that being flexible means having choices.

After all, your business has to adapt to what your customers want.

You have to keep ahead of emerging technology trends and changing business models.

And so do we.

That's why we offer more than one approach to enterprise Property and Construction solution tools

Jakarta, 20 February 2013

Oracle Exclusive Customer Meeting Day

Session Theme:

Grow ROI with Oracle JD Edwards New Releases a strategic foundation to run, optimize and innovate

Upgrade value proposition of your investment in New JD Edwards Solution 9x series

Jakarta, 15-16 May 2001

Event "IBM - Industry Symposium"

Session Theme:

BIG BOSS Scenario: An Introduction to JD Edwards Solution - Freedom to Choose...

Synopsis:

JD. Edwards originally crafted the Idea to Action message to speak to the enterprise's need for agility in internal processes. Since then, the market has embraced e-business and the value potential of extended business processes that include partners and customers.

The result is collaboration that builds on strong internal processes in the context of the Internet economy, Idea to Action has new implications and now highlights the concept of "Freedom to Choose."

Jakarta, 23-31 March 1997

Event "IBM - IT Solution Week for Distribution and Retail Industries"

Session Theme:

Traditional Value..., Future Dynamic Industry.

Synopsis:

As international boundaries open and world commerce expands, global distribution capabilities provide a competitive advantage; open integrated distribution and information management system facilitate cost efficiency and superior service throughout your international distribution network.

Honors & Awards

1999 - Whittman-Hart Inc. San Francisco, CA USA

Labor Day Billing Incentive Awards

Achieved the most billable consultant with contributions more than 100 billable hours during period 30 August 1999 - 12 September 1999

Key Skills & Knowledge

APPLICATION SOFTWARE

Enterprise Resource Planning and Vertical Industry Solution

(JD. Edwards World & OneWorld / Enterprise One / E1 9.x):

Distribution:/ Logistics

Inventory & Bulk Inventory Management

Sales Order Processing

Purchasing/Procurement & Services Management

Warehouse Management System (WMS)

Transportation Management System (TMS)

Advanced Pricing Management

Financial & Accounting (General Accounting, Accounts Receivable, Account Payable, Fixed Asset, Expense Management)

Energy & Chemical System (ECS)

Manufacturing

Product Data Management

Shop Floor Management

Resources & Capacity Planning

Property and Home Builder Management

Grower Management

Multi Attribute / Apparel Management

Report Writer/Tools

One View Reporting

Oracle's EBS

GRC / Advanced Control

HOSPITAL & HOTEL INFORMATION SYSTEM

R-Hotel-S (Front & BackOffice)

Others Application System

SAKTI 2000

MS-Money

FACT

ProALPHA (Basis, IM, SD, PO, PP, FA)

MARKETING AND CUSTOMER RELATIONSHIP MANAGEMENT SYSTEM

Oracle Fusion CRM, Siebel, Sugar CRM, IBM - Unica

PROJECT MANAGEMENT & IMPLEMENTATION METHODOLOGY

REP / On Track Methodology

Occurate Methodology

PRIME Methodology

HARDWARE, OPERATING SYSTEM & INFRASTRUCTURE

IBM PC & Server, AS/400, LAN/WAN, PABX

AS/400, MS-DOS

Windows based ME, 2000, XP, Vista, 7, 8

TOOLS & UTILITIES

Microsoft Office, Ms.Project, Ms Visio

Microsoft Foxpro

Client Access/400

Rumba, LightShip

TOAD

Adobe Photoshop

Lotus Notes

Crystal Report