

# CURRICULUM VITAE

## 1. PERSONAL INFORMATION

- Name : Yasser Arafat Akbari
- Date of Birth : Palembang / November 18<sup>th</sup> 1983
- Mobile Number : 0812 88880808 and/or 0877 81987701
- Email address : [tafararessay@gmail.com](mailto:tafararessay@gmail.com)
- Current position/Company : Business Development Manager (Indonesia) / DTex Systems Inc.
- Skype address : your.arafat
- LinkedIn Address : <https://www.linkedin.com/in/superarafat>

## 2. WORKING EXPERIENCE

No.	Position Title *)	Company	Year of Period
1	Business Development Manager	DTex Systems Inc	April 2014 – Present
2	Senior Account Manager and Product Manager (Security and Storage Products and Services)	Mitrasoft Infonet	September 2006 – April 2014
3	AIG Life	Part-time job, while I was in college	2001 – 2006

**EXPERIENCE** (*I worked since 2001 = 14 years*)

### 1. DTex Systems Inc. (Indonesia) as Business Development Manager

*April 2014 – Present*

Dtex Systems improves security and efficiency for leading global organisations, underpinned by the SystemSkan suite of software products.

Initially launched by Dtex in Australia in 2000, the SystemSkan technology has adapted into one of the lightest and most powerful Client/Server applications in the world. Specifically designed for scalability and near-zero performance impact, SystemSkan is configurable for both local and multinational organisations. This hardened technology enables Dtex to deliver the visibility, transparency and security needed by global businesses to prevent internal threats and maximise efficiency.

In addition to the core technical expertise, our international team has a deep knowledge of the legal, regulatory and business requirements for protective monitoring. While often supported by its service partners, Dtex retains full responsibility for project management to ensure the highest possible standard of service delivery for every customer.

Job description include :

- Prospect for potential new clients and turn this into increased business.
- Pitching and presenting at boardroom level. Set up meetings between client decision makers and company's practice leaders/Principals.
- Generate new leads with the aim of creating more sales.
- Scheduling appointments, preparing and delivering presentation to the client, having researched their business and requirements.
- Work on sales team and follow-up sales team activities.
- Research and build relationships with new clients. Maintaining customer relationships and ensuring customer loyalty through excellent customer service as well as meeting all client needs appropriate to the business.
- As part of a team and closely with other departments within the organization.
- Cold call as appropriate within the market or geographic area to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging my network.
- Identify potential clients, and the decision makers within the client organization.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. \* Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

## **2. Senior Account Manager and Product Manager (Security and Storage Products and Services)**

*September 2006 – April 2014*

- Pre Sales (give solution with customer – Security and storage solutions) – Business Development.
- Control of the profit and loss is one of the main activities.
- Directly or indirectly control the project.
- Establishes productive, professional relationships with key personnel in assigned customer accounts.
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet account performance objectives and customers' expectations.

- Achieves strategic customer objectives defined by company management.
  - Responsible for client servicing and client acquisition.
  - Managing day-to-day affairs and ensuring customer satisfaction.
  - Enlists the support of sales specialists (account manager), implementation resources, service resources, and management resources as needed.
  - Reports direct to the Director.
3. In 2001 to 2006, while I was in college, I worked part-time at an insurance company AIG Life.

### **3. NOTICED PERIOD**

What is the notice period required to resign/start with new employer? Approximately a month of notification (Negotiable).

**I hereby confirm that the information provided by me on my Pre-Interview Form and throughout the Interview process regarding all related information on my professional credential is true and correct to the best of my knowledge. I hope that you will give me this opportunity, where you will be able to know me better. I look forward to hearing from you soon.**

Yours faithfully,

**Signature : Yasser Arafat Akbari**