

Agus Widjaja

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Professional Experiences

Crowne Plaza Bandung

Crowne Plaza Bandung hotel is a contemporary upscale hotel in Bandung, nestled in the heart of the city, 25 minutes from Husein Sastranegara Airport, 15 minutes from Bandung train station and a short access from Pasteur Toll Gate. As a city hotel in Bandung, Crowne Plaza Bandung is ideally located in the very centre of Bandung and easy access to business and leisure destinations, where major banks, corporate offices, commercial area and government offices are surrounding. Crowne Plaza Bandung is located within steps to the prominent places of Jalan Braga and historical sites at Jalan Asia Afrika, with convenient distance to the city's top attractions.

Crowne Plaza Bandung is an international hotel that promises distinguished accommodations, the 270 elegantly decorated guest rooms and suites offers excellent Bandung city view.

⇒ Apr 2016 – Present

Owner Representative for Finance & Business Service

Job Description:

- Representing owner in supervising Finance & Business Service Dept activities
- Representing owner in crucial decision making
- Simplifying work flow
- Ensuring on-time reporting to owner
- Liaising between hotel management and owner

PT. Multi Berkat

A foreign joint venture company in Electrical trading. Head office in China.

⇒ Apr 2012 – Mar 2016 Director

Job Description:

- Setting up the company
- Recruiting and legal establishment document
- Setting up operation procedures
- Sourcing in China
- Importing and marketing products in Indonesia

PT. Pattana Indonesia

A foreign joint venture investment company in wood business, saw wood, MLF, decking and many kind of wood products. Head office in Bangkok, Thailand and group's subsidiaries in many Asia countries.

⇒ Apr 2002 – Apr 2012 Director

Job Description:

- Setting up the company
- Recruiting and legal establishment document
- Setting up operation procedures
- Sourcing in Indonesia to support companies in the group
- Sourcing, importing and marketing wood products in Indonesia
- Sourcing and exporting wood products to companies within groups and other companies overseas

PT. TradeEzy Dotcom Indonesia

One of the first Indonesian online broking. Founded in 1999 by a group of international stock market and Internet professionals with an ambitious plan to cover US market as well as Asia region. Having the registered office in Hongkong and development office in Jakarta, Indonesia

⇒ July 2001– Mar 2002
⇒ Jun 2000 – Nov 2000
⇒ Apr 2000 – Nov 2000
Director, Business Development and Operation
Business Development Manager
Head of Customer Care

Job Description:

Business Development

- In the process of launching new services: sms, wap, customer care chat, margin financing, banking relation, ASP, and other services
- In the process of launching new products: fixed income, bonds, mutual fund, and pension fund
- Supervising Site-Content and Business Development
- Involve in the total planning, development and testing of the online broking engine

Operation

- To assure a mutual beneficial partnership with clearing agent, banks and other parties
- To assure a smooth operation which complies with government regulations and yet satisfy customers needs
- Supervise: Customer Care, Sales, Dealer, Finance, Settlement, Information Technology, Web Content, Marketing, and Research.

Customer Care

- Supervising a team of officers to provide answers to any inquiries from customers
- Proactively proposing additional features to the website

PT. TradeEzy Securities

A stock brokerage company to settle all transactions being executed by PT. Tradeezy Dotcom Indonesia. It was set by acquiring a securities company license and establishing a connection to the website of PT. Tradeezy Dotcom Indonesia and the nominated bank.

⇒ Nov 2000 – July 2001 Director – Business Development

Job Description:

Business Development

- Supervising Customer Care, Site-Content, Research, Information Technology, Business Development, and Operation
- Involve in the total planning, development and testing of the online broking engine, back office system and interface to our nominated bank
- Study the feasibility of adding some new features to the website, consist of: SMS, WAP, High Speed Internet Connection via Satellite Dish, Set Top Box, banking relation, research and etc

PT. Ciptadana Sekuritas

A local established Brokerage Company that merges with PT. Lippo Securities. The brokerage is fully managed by the Ciptadana and PT. Lippo Securities becomes the mother company of several Lippo group's financial subsidiaries.

⇒ Jan 2000 – Mar 2000 Head of Risk Control and Management

⇒ Jan 2000 – Mar 2000 System Administration

Job Description:

Risk Management

- To control and manage any financial risk associated to margin facilities
- To inform management of any potential risk

System Administration

Similar to the function at PT. Lippo Securities

PT. Lippo Securities

One of Lippo group's subsidiaries in Indonesia with the nature of business in the securities industries. It has a large capital base and strong domestic network, which is strategically positioned to maintained its leading position in Indonesia's financial service sector. In addition to its sizeable capital base, Lippo Securities has capitalized on the merger and acquisition activities in the Indonesian corporate sector as well as the country's privatization program. Base on the strong and aggressive marketing strategy, Lippo Securities' customers spreading worldwide, which contributes much business income.

	Jun 1999 – Mar 2000 Sep 1999 – Jan 2000	Y2K Contingency Project Coordinator for Credit Department Head of Credit,
		Head of Customer Service,
		Head of Debt Recovery,
		System Administrator
\Rightarrow	Dec 1998 – Sep 1999	Head of Credit Department
\Rightarrow	Aug 1998 – Dec 1998	Assistant Manager – Credit Analyst
	Nov 1996 – Aug 1998	Senior Supervisor – Credit Analyst

Job Description:

Y2K Coordinator

- To be proactive in developing a test case for the Y2K system testing, testing and suggesting improvement
- To develop a contingency plan should the system fail to pass the Y2K bug

Credit

- To recommend to BOD and BOC of new and extension of existing credit line
- To approve withdrawal of cash and share that may affect the margin call
- To monitor margin call and credit risk
- To approve a temporary daily credit line up to 50 million IDR
- To assure all documentation and activities of credit dept to comply with Bapepam and JSX regulation

Customer Service

- To assure all documentations comply with Bapepam and JSX regulation
- To assure customers being served and exceed their expectation
- To assure customers being inform with the latest news of their shares holding and any information of their account
- To liaise with the management of any dispute with the customer

Debt Recovery

- To compile all the bad debts
- To Liaise with a lawyer

System Administration

- To give access to the system
- To give access to different menu to different personnel
- To maintain user ID
- To assure no misuse of login

Hongkong and Shanghai Banking Corporation

HSBC Holding Plc is one of the largest banking and financial services organizations in the world, headquartered in England. It comprises more than 6,000 offices in 81 countries and territories, operating in the Asia-Pacific region, Europe, the Americas, the Middle East and Africa.

HSBC provides a comprehensive range of financial services: personal, commercial, investment and private banking; trade services; cash management; treasury and capital market services; insurance; consumer and business finance; pension and investment fund management; trustee services; and securities and custody services.

⇒ May 1993 – Mar 1994

Credit Operation Staff

Job Description:

- To prepare and to keep track credit documentation and supporting documents
- To assure an authorize signer for the loan

Education:

Sept 1994 – Jun 1996

University of Denver, Daniels College of Business, Denver, Colorado

Degree : Master in Business Administration

Major : - Finance

- Management Information System

GPA : 3.367 (scale 4.00)

♦ Sep 1988 – Oct 1992

Trisaksi University, Jakarta, Indonesia

Degree : Bachelor in Business Administration

Major : Finance

GPA : 2.825 (scale 4.00)

Internship:

⇒ Facilitrade

Provided consulting to "Facilitrade," a trading company in Denver, Colorado, to assist the company in exporting a 'support brace' to Thailand.

⇒ S.B.P Marketing Co. Ltd.

Developed a feasibility study of importing 'Teak' and 'Rubber Wood' from Malaysia to USA. SBP is a Thai based company.

⇒ Colorado National Bank

Provided consulting services for Colorado National Bank in Denver, Colorado, to simulate a formula in determining the best location for ATM (Automated Teller Machine), which will increase the transaction volumes.

⇒ Mrs. Fields Cookies

Analyzed, designed and developed a program using C++ application that eases a bakery company in managing its inventories.

Seminar, Workshop & Certification:

\Rightarrow	Dec 1999	Microsoft Financial Executive Summit 1999, Microsoft, Novotel
		Hotel - Bogor, Bogor, Indonesia
\Rightarrow	Sept 1999	Broker / Dealer Representatives Certification, The Committee for
		Capital Market Professional Standards
\Rightarrow	Jun 1998	One-day seminar – Bankruptcy Law applies to Personal
		Guarantor & Holding Co. Hotman Paris, Kartika Chandra Hotel,
		Jakarta, Indonesia
\Rightarrow	Jun 1997	One week workshop – Capital Market Law for sales, dealer / floor
		traders, Safitri, Motik & Tim, Plaza Centris, Jakarta, Indonesia
\Rightarrow	Apr 1997	One day seminar – Margin Trading, The Regent Hotel, Jakarta,
	·	Indonesia
\Rightarrow	Jan 1994	One week workshop – Export & Import, Hongkong Bank, Jakarta,
		Indonesia
\Rightarrow	Jul 1993	One week workshop – <u>Credit Analysis</u> , Hongkong Bank, Jakarta,
		Indonesia

Personal Data:

⇒ Language fluency : Indonesian, English, and a little in Chinese

⇒ Place of Birth⇒ Date of Birth⇒ Lagust 26, 1969

⇒ Weight : 75 kg
⇒ Height : 179 cm
⇒ Health : Excellence

Others:

Available upon request.