

**IGNATIUS ERIC SAPUTRA**

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| **Education** | **Master of Business Administration at Swiss German University**   * Expected to be graduated on August, 2016   **Bachelor of Commerce at University of Wollongong**   * Majoring in Supply Chain Management * Attained Distinctions in Accounting in Organisation, Consumer Behaviour, Operations management, and International finance * Significant projects: * System Thinking and Simulation project : Developed a simulation of business prcocesses and scenarios in order to be able to see a company as the whole system, to help the company achieve better outcome without losing sight of the consequences. * Supply chain strategies project: critically evaluate and analyze the upstream and downstream supply chain system of Asus Technology Company as well as the external and internal issues that affecting the company. * International Marketing project (I) : aiming to provide a deep analyisis regarding to the externall factor that affect the growth of the company which in this case the company is Subway (fast food chain restaurant) * Responsible leadership project : providing reasonable ideas in doing social innovative action in order to suggest a company (NESTLE INDIA) to give something back to the society as well as promoting the goodwill of the company. * International marketing project (II) : critically evaluate the transistion of a local company to be able to acquire market shares in other countries in which eventually leads the company to become a global company.   **Senior High School Certificate (Social Class)**  SMU Karangturi, Jul 2007 – May 2010   * Graduated with High Distinction, achieving total score of 27.15/30 (90.5%) in the national Exam | | |
| **Working Experiences** | **Tradelane Manager for USA & ASPA at DHL Global Forwarding Indonesia (June 2014 – Present)**  Job Description :   * Top contributor to intra-Asia & USA business growth, through the acquisition of new customers(air freight / ocean freight / customer clearance / domestic warehousing and distribution) * Analysis: Market trends to identify potential trade lane growth & develop sales weapons in a very competitive industry. * Overseas sales development : utilizing intra-company people network by building and emphasizing relationship with overseas counterpart, and sending sales lead to DHL Global Forwarding overseas * Strong understanding of supply chain requirements, and state of the art product knowledge: Ocean freight / Air freight / Customs / warehousing & Road freight   **Country Strategy and Business Analyst at DHL Global Forwarding Indonesia (October 2013 – June 2014)**  Job Description :   * Prepare the country result & analysis for Asia Pacific Management Board monthly meeting * Liase with all Head of Departments (Finance, Ocean & Air Freight, Customs) as well as Country Management Board for planning and implementing coorporate strategy * Manage and Control branches in terms of their monthly strategic focus (Customers Target, current major businesses handled, P&L analysis, etc)   **Sales Support – Performance Reporting at DHL Global Forwarding Indonesia (May 2013 – October 2013)**  Job Description :   * To Prepare monthly report performance :  1. Shipment to profile analysis 2. Country performance 3. Campaign reward and performance analysis.  * Collaborate with Products Team **(Airfreight, Ocean freight, and Customs)** for profit & lost analysis * Organize & Manage Booster Campaigns to support products (Appointed as Customs Booster Campaign’s leader) * Support Marketing & Sales team for customers‘ performance analysis * Support Country Tender Team on cost saving and pricing analysis. * Provide Trade Lane Manager Budget Data Achievement every month   **Marketing Planner at Honda Semarang Center (August 2012 – April 2013)**  Job description :   * Analyzing & interpreting sales report data * Arrange & create marketing event (Product launch, marketing campaign, etc) * Market & competitor analysis (Social & Press media analysis) * Monthly sales forecast & evaluation | | |
| **Competencies** | **Computers:** | | |
| * Operating Systems: * Applications: | | MS Windows 98, 03, 07, 10 ME, XP, Vista , windows 7, MS Windows, MS Office (Word, PowerPoint, Excel, Access), Adobe Photoshop, SPSS, iThink , SAP, coreldraw,  **Advance in Microsoft Excel** |
| **Languages:**   * Fluent in spoken and written Bahasa Indonesia, English * Elementary level of Chinese | | |
| **Activities** | **Student Council (sports, youth, and art department) at SMU Karangturi, 2008-2010**   * Planned and organized a sports tournament for the first time (i.e. Basketball, soccer, and badminton) within the school which is also currently organized twice a year. * Suggested to the school committee (i.e. headmaster, teachers) to put projectors in each classrooms. * Chosen as the school representatives in the students’ conferences for all High School across the region. | | |
| **Awards/Certificates** | **Award from SMU Karangturi**   * Awarded as 3rd highest National Final Exam score within the batch (social class)   **Certificate of participation acknowledgment of Leadership camp “Bugplengkung”**   * Analyzed that the subject has the ability to become a good starter because huge desire in doing things and not easily give up. Subject also has a good adaptation ability.(Analyzed by Probowatie Tjondronegoro, Dra .MSI, Psychologist) | | |
| **Personal** | **Year of Birth**  **Nationality**  **Hobbies & Interests**  **Attributes**  **Availability** | : 1992  : Indonesian  : Soccer, swimming, and travelling  : - Adaptable and flexible   * Good teamwork * Positive attitude * Perserverance * Confident * Good decision maker * Ability to lead * Problem solving skill * Problem sensitivity * Good listener and learner   : immediately | |