

Bagus Mahadityo

Jl Cipete Dalam 2 No 28 RT6 RW3 Jakarta Selatan 12410

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CURRICULUM VITAE



Bagus Mahadityo, S.T

9 September 1984

Bagus is an experienced passionate Account Manager in IT, Telecommunication and Financial Service Industries. He has successfully sold IT Solutions (Custom Application & System Integration), Maintenance, Managed Service SLA, and Managed Service Non SLA (Profesional Service). Bagus was technical person before become an Account Manager, his total work experience until now is 10 years.

FORMAL EDUCATION

- Bachelor of Telecommunication Engineering at Institut Teknologi Sepuluh Nopember Surabaya
- Diploma of Informatics Engineering at Electronic Engineering Polytechnic Institute – ITS Surabaya

FINAL PROJECTS

- Computer Network : Analysis of Network Security using HoneyNet
- Image Processing : Fruit Recognition Based on Color and Shape

HONOURS

- Huawei Best Operation and Maintenance Flow

COURSE & TRAINING

- Huawei Convergent Billing System
- Huawei ATAE and Quidway Switch
- Cisco Network Academy Program
- ESQ Leadership
- SITAC and Drive Test
- IPV6 Deployment
- Account Management
- NLP Business Talk
- Microsoft – Cloud Marathon

POSSIBLE ASSIGNMENT

- Account Manager
- Sales Manager

EXPERTISE

Microsoft Enterprise :

- Microsoft Sharepoint
- Microsoft Biztalk
- Azure
- Office 365
- SQL Server
- .Net

IT and Telecommunication Sales :

- Telco Billing : Convergent Billing System
- Electronic Voucher Center
- Internet Connection (Fiber Optic, VSAT, Wireless Radio)
- USSD
- SMSC

Financial Service Industry:

- Wealth Management
- Bank Indonesia Compliance
- Financial Plan
- Anti Money Laundering
- Pension
- Loan
- Treasury
- Joint Finance

Account Management:

- Account and Management Methodology
- IT Valuation
- Time Management

Proven Sales Track

- UK Petra Surabaya *IDR 1.68 Bio/year*
- PT Indoworld *IDR 48 Mio/year*
- Politeknik Perkapalan Negeri Surabaya *IDR 900 Mio/year*
- PT. Bank Tabungan Pensiunan Nasional (BTPN)
 1. Revamp eDapem *IDR 1 Bio*
 2. Maintenance IDR eDapem *IDR 180 Mio/year*
 3. BTPN eDapem Enhancement Taspen *IDR 602 Mio*
 4. BTPN eDapem Enhancement *IDR 287 Mio/year*
 5. BTPN eDapem – Masking Code *IDR 300 Mio*
 6. BTPN eDapem – Klaim Asuransi ASABRI *IDR 289 Mio*
 7. BTPN Bank Operasional II *IDR 476 Mio*
- Bank of America Merrill Lynch (BAML)
 1. Anti Money Laundering (AML) *IDR 800 Mio*
 2. Rincian Transaksi Ekspor (RTE) *IDR 360 Mio*
 3. RTE Enhancement *IDR 224 Mio*
 4. AML Maintenance *IDR 68 Mio/year*
 5. RTE Maintenance *IDR 25 Mio/year*
- PT. Bank Commonwealth, Tbk (PTBC)
 1. Biztalk and Sharepoint *IDR 1.6 Bio/year*
 2. Compass DWH Phase I *IDR 1.9 Bio*
 3. Compass DWH Phase II *IDR 768 Mio*
 4. Enterprise Project Services *IDR 40 Mio/year*
 5. Regulatory Reporting – Source System Fixed *IDR 6 Bio/year*

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6. Customer Complain Handling *IDR 387 Mio*
7. Debit Chip IDR *720 Mio/year*
8. Impacted Surrounding System (Financial System Replacement) *IDR 5 Bio*
9. Control Framework Enhancement *IDR 298 Mio*
- PT Bank Mandiri, Tbk
Body Outsource for Treasury and Wholesale *IDR 480 Mio/year*

PROFESSIONAL EXPERIENCE

Account Manager	PT. Ecomindo Saranacipta Oct 2014 – Present
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Position : Account Manager. Industry : Financial Service Industry (FSI), IT (Custom Application, System Integration, Outsourcing)

- Target Achievement.Ensure that all projects / contracts are still on track with Sales Target
- Guarantee there is very good relation and intens with Key Person and Decision Maker to create great customer intimacy
- Guarantee there is a great trust from customer to eComindo
- Customer Service Oriented . Accept all complains, give respond as a standard procedure, and do the escalation.
- Understanding project's objective, success factor of the projects, and each stakeholders needs
- Seeking for Budget Estimation from each projects for the sake of negotiation
- Ensure that customer understand what is value added from each solution that offered by eComindo to achieve Sales Target
- Make Quotation or Commercial Proposal to ensure that customer feel convinced. Convinced about the price is fair, competitive, and appropriate with customer's needs
- Negotiation in Price, Terms of Payment, Schedule, Scope of Work and SLA (Service Level Agreement)
- Make Cooperation Contract between customer and eComindo with certain duration that agreed by both side
- Do the coordination with Presales Team to ensure that customer's need is fulfilled
- Do the coordination with Partner / Principal (Microsoft, Oracle, SAS) to ensure that customer's need is fulfilled
- Do the coordination with internal divisions and others (Solution Team, HRD Team, Technology Team)
- Give ideas or strategies regarding next year ahead Sales Plan to Chief Marketing Officer
- Being an eComindo's Ambassador to create awaranness
- Seeking for information regarding competitor vendors what is their advantages and disadvantages
- Follow up all contracts expiration to ensure contract extention
- Review all contracts to ensure that appropriate with eComindo's standard
- Liaise with Legal Unit if needed regarding contracts

Corporate Sales	PT. Indosat Mega Media Mar 2014 – Oct 2014
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Position : Account and Sales Management. Industry : Telecommunication (Internet, Fiber Optic, Wireless Radio, VSAT)

- Engaging the decision makers using solution selling process, business case discussion, presentations and presales support activities.
- B2B Sales, New Business Development.
- Prospecting/Providing standard and customized solutions to Clients across domains/segments and drive them through the sales cycle to signed contract.
- Handling negotiations/closing deals
- Consistency in meeting set sales targets
- Maintaining and retaining corporate accounts and developing relationship with them

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- Work closely with internal and external channel partners to drive innovative solutions and effective sales strategies to extend sales reach and deepen sales engagement
- Contribute to Account Plans, Sales Strategy and Forecasting.

Solution Manager	PT. Huawei Tech Invesment Feb 2012 – Mar 2014
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Position: Solution Manager, Operation & Maintenance Manager for MKIOS and SCP Telkomsel. Industry : IT and Telecommunication (CBS, EVC, SCP)

- Discuss with carriers and another 3rd party / vendors (Jinny for USSD and SMSC, Tech Mahindra for Billing, Switcher Corp for ETopUp via ATM/Bank) for any New Requirement for Development of EVC.
- As a host of meeting with carriers and multi vendors to seek the availabilities and possibilities also analyzing EndToEnd flow and impact to the EVC system regarding new requirement from carriers. And liase with Huawei HQ R&D team for final solution implementation
- Create Function Requirement Spesification (FRS) and negotiation with carriers how many maindays of the New Requirement would cost (budget allocation control)
- Controlling User Acceptence Test (UAT) with carriers.
- Provide Root Cause Analysis (RCA) document for incident that happened and as a host for meeting with carriers and related vendors
- Act as pre-sales to support Marketing & Sales team. To provide technical and strategic solution
- Establish and manage a good and strong relationship between Huawei and carriers

Maintenance Leader	PT. Huawei Tech Invesment Feb 2011 – Feb 2012
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Position: Engineer and Team Lead. Industry : IT and Telecommunication

- Involved in project EVC (Electronic Voucher Center) for Hutchinson CP Indonesia.Power ON, Nationwide data migration.
- Manage Team for L1,L2 & L3 Operations & Maintenance (programs, technical support and operations). Liase with Huawei Head Quarter Office Research & Development team to quick trouble shooting critical issue. Ensure maximum optimization (load distribution, redundancy) of network elements.
- Upgrading Version of EVC : Preparing MOP document, update binary patch (logic), database Oracle procedures and tables.
- Liase with another 3rd party vendors / partners regarding any issue related with their network elements. Jinny for VAS system (USSD and SMSC), Tech Mahindra for Billing, Switcher Company for Electronic Top Up via ATM / Bank.
- Liase with Huawei Network Performance Team to monitoring traffic analysis (TPS), alarm (for CPU load and ETopUp errors), and Statistical & Business Report generation.
- Coordinate and Reporting to Indonesia Huawei Rep. Office Maintenance Leader, Manage Service of Huawei VAS Manager, and Deputy of Indonesia Application and Software Department

Provisioning & Maintenance Engineer	PT. Indosat Mega Media Nov 2008 – Jan 2011
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Position : Engineer. Industry : Telecommunication (Internet, Fiber Optic, Wireless Radio, VSAT)

- PT Indosat Mega Media (IM2), Surabaya, is a wholly owned subsidiary of PT. Indosat Tbk. for internet and multimedia services
- Reporting to Network Management and Operation Assistant Manager
- Responsible to installation and maintenance internet connection from end-to-end customers. The internet's media are fiber optic, wireless radio, broadband internet 3,5G, and VSAT

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Technical Team Leader	PT. Bank Central Asia, Tbk Jan 2007 – Aug 2007
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Position : Technical Team Leader. Industry : Financial Service Industry, Bank, Card Center, EDC Machine

- Reporting to Jatim Area Assistant Manager
- Responsible to manage technicians to maintain and troubleshooting EDC (Electronic Data Capture) machine at all BCA's merchants in Surabaya, Sidoarjo, and Gresik

Technical Customer Support	PT. Rahajasa Media Internet, Tbk Jan 2006 – Jan 2007
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Position : Technical Customer Support. Industry : Internet Service Provider

- Reporting to Technical Support Supervisor
- Responsible to handle customer complains by phone or technical visit at customer's location. such as : dial up,wireless,email