

## CURRICULUM VITAE



### Bagus Mahadityo, S.T

9 September 1984

Bagus is an experienced Account Manager in IT and Telecommunication industries. He has successfully sale several IT projects in Financial Services Industry.

#### FORMAL EDUCATION

- Bachelor of Telecommunication Engineering at Institute Teknologi Sepuluh Nopember Surabaya

#### 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

#### POSSIBLE ASSIGNMENT

- Account Manager
- Sales Manager

#### EXPERTISE

##### Microsoft Enterprise :

- Microsoft Sharepoint
- Microsoft Biztalk
- Azzure (Cloud)
- 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

#### 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)
  - Revamp eDapem *IDR 1 Bio*
  - Maintenance IDR eDapem *IDR 180 Mio/year*
  - BTPN eDapem Enhancement Taspen *IDR 602 Mio*
  - BTPN eDapem Enhancement *IDR 287 Mio/year*
  - BTPN Osiokris *IDR 594 Mio*
  - BTPN Osiokris Maintenance *IDR 175 Mio/year*
- Bank of America Merryl Lynch (BAML)
  - Anti Money Laundering (AML) *IDR 800 Mio*
  - Rincian Transaksi Ekspor (RTE) *IDR 360 Mio*
  - RTE Enhancement *IDR 224 Mio*
  - AML Maintenance *IDR 68 Mio/year*
  - RTE Maintenance *IDR 25 Mio/year*
- PT. Bank Commonwealth, Tbk (PTBC)
  - Biztalk and Sharepoint *IDR 1.6 Bio/year*
  - Compass DWH Phase I *IDR 1.9 Bio*
  - Compass DWH Phase II *IDR 768 Mio*
  - Enterprise Project Services *IDR 40 Mio/year*
  - Regulatory Reporting – Source System Fixed *IDR 6 Bio/year*
  - Customer Complain Handling *IDR 387 Mio*

## Bagus Mahadityo

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### 7. Debit Chip IDR 720 Mio/year

- PT Bank Mandiri, Tbk  
Body Outsource for Treasury and Wholesale IDR 480 Mio/year
- Rabobank :  
Java Developers IDR 50 Mio/year
- PT. Taspen Persero
  1. Porting Core System IBM Visual Age to Microsoft .Net IDR 6 Bio
  2. Porting Database DB2 to Microsoft SQL 2014 IDR 7 Bio

## PROFESSIONAL EXPERIENCE

Account Manager	PT. Ecomindo Saranacipta Oct 2014 – Present
<i>Industry : IT (Custom Application, System Integration, Outsourcing)</i>	
<ul style="list-style-type: none"><li>• Operate as the lead point of contact for any and all matters specific to eComindo's clients</li><li>• Build and maintain strong, long-lasting customer relationships</li><li>• Develop a trusted advisor relationship with key customer stakeholders and executive sponsors</li><li>• Ensure the timely and successful delivery of eComindo solutions according to client needs and objectives</li><li>• Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders</li><li>• Forecast and track key account metrics</li><li>• Identify and grow opportunities within territory and collaborate with sales teams to ensure growth attainment</li><li>• Assist with high severity requests or issue escalations as needed</li></ul>	
Corporate Sales	PT. Indosat Mega Media Mar 2014 – Oct 2014
<i>Position : Account and Sales Management. Industry : Telecommunication (Internet, Fiber Optic, Wireless Radio, VSAT)</i>	
<ul style="list-style-type: none"><li>• Engaging the decision makers using solution selling process, business case discussion, presentations and presales support activities.</li><li>• B2B Sales, New Business Development.</li><li>• Prospecting/Providing standard and customized solutions to Clients across domains/segments and drive them through the sales cycle to signed contract.</li><li>• Handling negotiations/closing deals</li><li>• Consistency in meeting set sales targets</li><li>• Maintaining and retaining corporate accounts and developing relationship with them</li><li>• Work closely with internal and external channel partners to drive innovative solutions and effective sales strategies to extend sales reach and deepen sales engagement</li><li>• Contribute to Account Plans, Sales Strategy and Forecasting.</li></ul>	
Solution Manager	PT. Huawei Tech Invesment Feb 2012 – Mar 2014
<i>Position: Solution Manager, Operation &amp; Maintenance Manager for MKIOS and SCP Telkomsel. Industry : IT and Telecommunication (CBS, EVC, SCP)</i>	
<ul style="list-style-type: none"><li>• 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.</li><li>• 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&amp;D team for final solution implementation</li></ul>	

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- Create Function Requirement Specification ( FRS ) and negotiation with carriers how many maindays of the New Requirement would cost ( budget allocation control )
- Controlling User Acceptance 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 Investment 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