|  |
| --- |
| **Curricullum Vitae** |
|  |
|  |
| **Obed Irwanto** |
| [**obed031@gmail.com**](mailto:obed031@gmail.com) |
| **+62 818 08 918 918** |



|  |
| --- |
| Obed Irwanto  Apartemet Permata Eksekutif  Jl. Pos Pengumben Raya  Jakarta Barat, 10130 Indonesia Mobile: +62-818 08 918918Email: obed031@gmail.com Place of Birth : Tanjung Pinang, Kepulauan Riau  Date of Birth : October 23rd 1975 |

# ***EDUCATIONAL BACKGROUND***

|  |  |
| --- | --- |
| 1993 –1998 | Christian University of SATYA WACANA (1993-1998) Graduated from Indonesia Christian University (2004) **GPA: 3.2 (in 4, 00 scale)** |
| 1990 – 1993 | Senior High School: SMAK Kolese Santo Yusuf - Malang |
| 1987 – 1990 | Junior High School: SMP Katolik – Tanjung Pinang |

***NON FORMAL EDUCATION BACKGROUND***

|  |  |
| --- | --- |
| 1989 – 1990 | Raffles Institute of English – Singapore |
| 2005 | P-Com’s Microwave Training in Winchester – Ca for PDH/SDH |
| 2005 | CDMA Network Optimization (Qualcomm Certified Training Center) |
| 2006 | PMX Network (PDH/SDH) Radio Trainers Camp – California |
| 2007 | LGC Wireless WCDMA Indoor Building Network Planning – KL |

# ***SKILLS***

|  |  |  |
| --- | --- | --- |
| PDH/SDH Microwave | Pathloss v.4.0 | |
|  | Microwave Network Design, Installation and Maintenance trained,Installation and Maintenance Project Management Microwave Audit,Optimization | |
| Indoor Coverage / IBS | TEMS, Swissqual and NEMO, Indoor Building Network Planning | |
| Website Design & Programming | PHP, JAVA, SQL, JOOMLA, Photoshop, Paint.NET | |
| ***Other Experience (Consultant & Business Development)***  |  |  | | --- | --- | | INA ICTA 2011APICTA 2011Ad@handMy ToolBar | Finalist INDONESIA ICT AWARDS for Mobile Apps & Advertising Category  Finalist Asia Pacific Awards for Mobile Apps Innovation Category  Project with Telkomsel for Mobile Advertising Application running on  background, trigger by incoming calls & SMS Project with Telkomsel for Mobile Advertising Application running on  background, trigger by incoming calls & SMS | | |
|  |  | |

##### WORKING EXPERIENCE

##### 2011 – NOW  PT. Infrasia Investama & Matrindo

*PT INFRASIA is a Telecommunication Indoor Building Coverage Infrastructure Investment & Leasing Company working*

Position / Title : Chief Operation Officer

Duties and Responsibilities

**Achievement : Deal in Biggest Project for IBC for 20 Towers in single agreement with Agung**

**Podomoro Gorup (worth of 10 Million Dollars)**

**Job Task:**

1. Report to CEO and Owner
2. Manage Sales Division
3. Manage Operation Division
4. Support Finance Division

##### WORKING EXPERIENCE

*\*2008 – 2011  PT. Pyramid Indosolution*

*PT. Pyramid Indosolution is a System Integrator Company, which hold two major accounts in Telecommunication and Military.*

**Achievement : Deal $2 Million Expansion Project for Flash Network 3G Optimization Solution**

|  |  |
| --- | --- |
| Position / Title : Senior Manager of Business Development  Duties and Responsibilities |  |

**Job Task:**

1. Creating New Business, Product Development, Solution and Presentation for Marketing Team specialized in Telecommunication Business
2. Marketing Plan & Product Training
3. Project Planning, Implementation and Supervising
4. Deal with Principal
5. Deal and Lobbying Customer
6. Coordinating Engineer Team
7. Coordinating Marketing Team
8. Coordinating sub contractors

##### WORKING EXPERIENCE 

*\*2006 – 2008 LGC Wireless (USA-California)*

LGC wireless - in-building wireless coverage Active system for GSM/3G and WCDMA networks.

|  |  |
| --- | --- |
| Position / Title : Senior Sales Technical Manager  Duties and Responsibilities |  |

**Job Task:**

1. Design andbuildanIndoor Coverage System in Passive, Active and combined Hybrid system
2. Design and build a market in Indonesia
3. Train and coordinate technical team for design and implementation
4. Manage to build Asia Pacific Technical Support
5. Manage to build an local office for PT LGC WIRELESS INDONESIA
6. Marketing, Business Development and Client Relation to all operator in Indonesia

***WORKING EXPERIENCE***

*\*2002– 2006  P-COM, Inc (California – USA)*

|  |
| --- |
| Position / Title : Marketing and Sales Support Div. PDH/SDH, Reg. Asia Pacific  Duties and Responsibilities |

**Job Task:**

* 1. Assist and Report to Director of Sales, Div. PDH / SDH, Reg. Asia-Pasific, for supporting P-COM’s Asia Pasific Customer for Technical and Pre-Sales.
  2. Prepare and presented Technical portion of a Tender in:
  3. TELEKOM MALAYSIA BERHAD (128740 - P) Minilink Project
  4. TELKOMSEL Tender for PDH Transmission Access for BSS Project