Husni Ramanda Lubis

19 Sindang Barang Grande, Bogor, Indonesia| (62) 858-7143-9193 | husni.ramanda@penyanggapilar.net

Profile

Visionary CEO with 7 years professional experience and currently leading Penyangga Pilar Konstruksi Corp. for 2 years, specializing in high way toll road maintenance project such as Overlay and Reconstruction project. Proven track record in scaling businesses, managing IDR 50B+ projects, and driving operational excellence while ensuring compliance with ISO xxx. Adept stakeholder negotiations, team leadership and innovative construction methodologies

Experience

CHIEF EXECUTIVE OFFICER| PENYANGGA PILAR KONSTRUKSI | DECEMBER 2022 – PRESENT
- Transformed company revenue from IDR 1B+ to IDR 2B+ in 2024
- Lead acquisition of PT. Penyangga Pilar Konstruksi, integrating their expertise to expand service and capture IDR 30B+ in a first year
- Spearheaded post-merger integration, achieving 100% employee retention and 30% cost savings
- Led 3 high-profile projects : Reconstruction, Overlay and Maintenance constructions project at Balikpapan - Samarinda Toll Road.
- Forged partnerships with JAKPRO, JMTM, and WIKA

DATA SCIENTIST| TONGDUN TECHNOLOGY INDONESIA| MARCH 2024 – MARCH 2025
- Building Fraud Detection Model for Indonesian Government Social Security for Workers using Tree Based Unsupervised Learning Model
- Provide Proof of Concept (POC) analysis for several Multifinance Company in Indonesia
- Create Application Score Model for one of the largest Bank in Indonesia (BUKU 4)
- Support technical related things for all client (especially for bank and multifinance) fraud decision project in Indonesia

DATA SCIENTIST | TOKOPEDIA| NOVEMBER 2020 – DECEMBER 2022
- Created a new revenue stream trough Machine-Learning Models service based on Customer Behavior on E-Commerce and achieve IDR 1B+ revenue
- Engaging 1K+ existing customers to buy custom products by creating custom leads based on historical customer E-Commerce transactions
- Earning IDR 200M+ revenue by credit top up and customize credit limit personalization

DATA SCIENTIST | GENERALI INSURANCE | SEPTEMBER 2018 – NOVEMBER 2020
- Create repetition model to predict policy holder to claim their insurance benefit in the future
- Enhance dynamic pricing engine to determine the premium price for each policy holder
- Conduct Insurance Agent Future Performance model for selecting new agent using Face and Media Social data as a model feature.
- Provide Instagram data for supporting customer behavior analysis project
- Create Internal Whatsapp Chatbot for HR Department (Local Deployment)

DATA SCIENTIST | BANK GANESHA | SEPTEMBER 2017 – SEPTEMBER 2018
- Design data mart from MySQL Server to generate automated dashboard using Python & Macro VBA. The dashboard formed in Ms. Excel
- Conducted credit scoring model for Unsecured Loan using Logistic Regression Model
- Perform data analysis to identify current potential customer who are eligible for top up Loan Limit
- Create customer segmentation groups in order to cross selling product
- Provide profitability analysis using quantitative analysis and accounting method to identify Highly Profitable Customer
- Performed Market Basket Analysis to determine next best offer product for each customer
- Provide data analysis and support model forecast for IFRS 9

Education

B.S. IN MATHEMATICS| JULY 2017 | UNIVERSITAS INDONESIA, DEPOK, INDONESIA

Bachelor Degree of Mathematics, Universitas Indonesia with overall GPA 3.11 out of 4.00

Skills & Abilities

- Time Management
- Leadership
- Excellent interpersonal and communication skills

- Poised under pressure
- Business Strategy
- Business Development