Jessa Ardithya Chriswantoro

PERSONAL INFORMATION

Name	: Jessa Ardithya Chriswantoro
Title/Position	: Technical Sales Specialist
Company	: Blue Power Technology, PT.
DOB	: March 31th, 2001
Nationality	: Indonesia

Contact

Office	: Centennial Tower 12th Floor, Jl. Jend. Gatot Soebroto Kav 24-25, Jakarta 12930, Indonesia
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Professional Summary

Experienced technical sales professional specializing in data solutions, cloud technologies, and enterprise software implementations. Proven track record in client acquisition, technical consultations, and successful project delivery. Adept at translating complex technical capabilities into clear business value, supporting end-to-end solution design, and building strong relationships with stakeholders. Skilled in leading demonstrations, developing solution architectures, and driving successful adoption of modern data and AI technologies across various industries.

Project Experiences   :

- PT. Blue Power Technology, Jakarta (July 2019 – Present)
  - Technical Sales Specialist (Pre-Sales), Full Time (Jan 2024 – Present)
    - Acquired and integrated new products (Couchbase, OceanBase, Teradata, Alteryx) into the company portfolio, strengthening solution offerings.
    - Achieved **163%** of the 2024 target.
    - Delivered technical presentations and demos, contributing to **4 new clients in 2024** and **5 in 2025**.
    - Provided ongoing technical support and consultations, improving customer retention and driving multiple renewals.

- Led **5 POCs in 2024** and **2 in 2025**, supporting successful project closures and sales progression with Principal Support.
- Strengthened partnerships by coordinating GTM activities and ensuring alignment with product principals.
- Speaker at Couchbase Interactive Webinar "Innovate with Confidence: AI-Powered NoSQL for Reliable & Secure Apps", attended by ~50 business users and successfully generated 3 opportunity leads.
- Delivered technical enablement for Alteryx, training **30 participants** from **10 strategic partners**

○ Technical Specialist (Post-Sales), Full time (July 2019- Dec 2023)
- ▪ **Highlighted Project**
  - BFI Finance – Alibaba Cloud Big Data Implementation (2020)
    Delivered BFI Finance's first cloud-based Big Data platform, handling the project end-to-end independently. Implemented real-time Change Data Capture (CDC) and completed the project on schedule despite limited resources—demonstrating strong adaptability and rapid learning capability.
  - IndoRE – SAS IFRS17 Implementation (2023)
    Delivered both Development and Production environments for SAS IFRS17 in a regulatory-driven project, ensuring full alignment with OJK (Otoritas Jasa Keuangan) compliance before the 2024 financial reporting cycle. Successfully managed tight deadlines and coordination between teams.
- BPT. Lattice Teknologi Mandiri
  - ○ Backend Developer, Intern (2018)
    - Developed a Custom CMS (Content Management System)
    - Built a Sports Blog Platform with Laravel and MySQL
    - Created an Inventory Management Web Application**.**

Skill

- **Programming Language** : HTML, CSS, PHP (native & Laravel Framework), JS, NodeJs, ReactJs, Java, Python
- **Database:** MySQL, IBM DB2, MSSQL, MongoDB, Postgree, Couchbase, Oceanbase

- **Data warehouse Solutions :** Teradata, DB2 Warehouse
- **Solution Platform:** SAS VIYA Analytics platform, Alibaba Cloud EMR (Data works), SAS Solution for IFRS17, SAS Fraud Management, SAS Analytics Pro, SAS Data Management
- **IBM Analytics :** IBM Watson Studio, IBM Watson Machine Learning, IBM Data Stage, IBM Cognos Analytics
- **Other:** IBM Change Data Capture, docker, Kubernetes, dbt, airbyte, tableau, Alteryx

Professional Certifications:
- IBM Cloud Pak for Data V3.5 Essentialsss
- IBM Cloud Pak for Data V3.5 Administrator
- IBM Cloud Pak for Data V3.5 Administration
- IBM Cloud Pak for Data V3.5 Data Engineer
- IBM Cloud Pak for Data V3.5 Data Access and Tranformation
- SAS Viya 3.5 Core Topics
- SAS Viya 3.5 Architecture Topics
- SAS Machine Learning using SAS Viya
- SAS Visual Analytics 1 for SAS Viya : Basics
- IBM Customer 360 Sales Foundation
- IBM Customer 360 Technical Sales Intermediate
- IBM Data Science Tools
- IBM Data Science Foundation – Level 1
- IBM Data Science Methodolody
- IBM Data Science for Business – Level 1
- IBM DataStage V11.5.x on Cloud Infrastructure
- IBM Db2 LUW V11.x Foundation
- IBM Db2 LUW V11.x Advanced Database
- SAS DataFlux Management Studio : Fast Track (2.6)
- IBM Infosphere Data Replication V11.4.x Foundation
- LSP for Web Programmer 2019 – 2022
- IBM Informix Techincal Sales Intermediate
- IBM Informix Sales Foundation
- IBM Data Governance and Privacy Technical Sales Intermediate
- IBM DataStage V11.5.x – Batch Proccesing

- IBM DataStage V11.5.x – Combining Data
- Master Data Management Sales Foundation
- Teradata Vantage Fundamental
- Teradata VantageCloud Lake
- TeradatA Vantage 2.4 With ClearScape
- Teradata Advanced SQL Engine 17.10
- Couchbase Architecture Associated
- Oceanbase Database Associated
- Alteryx Foundation Micro-Credential
- Alteryx Machine Learning Fundamentals Micro-Credential
- Alteryx Auto Insights Micro-Credential
- Alteryx Designer Core Micro-Credential: General Knowledge
- Alteryx Designer Core Micro-Credential: Data Preparation
- Alteryx Designer Core Micro-Credential: Data Manipulation
- Alteryx Designer Core Micro-Credential: Data Transformation
- Alteryx Designer Core
- Alteryx Server Administration
- Alteryx Server Implementation
- Alteryx Designer Advanced

ACADEMIC QUALIFICATION

- Bachelor of Computer Science, Universitas Bina Nusantara Online Learning, July 2021 – May 2025. Graduated with Magna Cum Laude, GPA 3.78
- Software Engineering, SMK Wikrama Bogor, 2016-2019