

Jakarta, April 25, 2025

To :

**HR Department  
Mulah Technologies Sdn Bhd**

Dear Sir or Madam,

I would be grateful if you could consider me for vacant position within your company. I am particularly interested in the situation you are offering, as I would like to become more involved with your company business working as a **Business Development Manager**. I have graduated from Borobudur University Jakarta majoring in Economic Management. I am able to work without supervision, self-confidence, loyal and committed to hard work on the company's behalf. I like every new challenge and so hard working and then also like to learn more and get a lot of experience. I am very versatile, honest, friendly and careful person. If you feel I am suitable to be considered for the position. I am available at any time to take any test or interview, if you wish.

Please contact me at the address, or phone number mentioned in the attached resume.

I look forward to hearing from you. Thank you.

Yours sincerely,

**Julianto Sudewo**



## **Personal Resume**

---

Name: **Julianto Sudewo**  
Address: Jl. Camar XIII, Blok BH 14. Tangerang Selatan  
Mobile: 08119461233  
E-mail: bigyayan@yahoo.com

## **Personal Particulars**

Date of Birth: July 25, 1981  
Place of Birth: Jakarta  
Gender: Male  
Religion: Islam  
Nationality: Indonesian  
Height/Weight: 173 Cm/ 85 Kg

## **Educational Background (Highest Level)**

Level: S-1 Bachelor Degree  
Field of Study: Economic Management  
Institution: University of Borobudur, Jakarta, Indonesia  
Graduated with a GPA of **3.40**

## **Employment History**

1. Name of Company: **PT. Wahana Internet Nusantara (Bnet)**  
Industry: Internet Service Provider & Metro-E Provider  
Position: Head of Sales  
Job description: Handling and responsible for Sales B2B, B2C and B2G, Marketing. Creating monthly and weekly target for each Sales team, Create and set OKR and KPI for teams, and ensure the target should be achieved, lead for weekly sales meeting, assist and monitor sales team for their daily activity, provide additional database for sales team, Creating monthly, and weekly Target for each Sales team, and ensure the target should be achieved, lead for weekly sales meeting, monthly regular meeting with CEO and other Department Head.  
Specialization: Head of Sales for Corporate, Retails, and Government segment, Marketing  
Period: August 2023 – Current
  
2. Name of Company: **PT. Acclivis Technologies and Solutions (Pacific Net)**  
Industry: Internet Service Provider & System Integrator  
Position: Corporate Sales Manager  
Job description: Creating monthly and weekly Target for each Sales team, and ensure the target should be achieved, lead for weekly sales meeting, assist and monitor sales team for their daily activity, provide additional database for sales team, Creating monthly, and weekly Target for each Sales

- team, and ensure the target should be achieved, lead for weekly sales meeting, Weekly online meeting with CEO at Singapore HQ, Monthly regular meeting with Sales Director.
- Specialization: Sales Manager for Corporate and Government segment  
Period: March 2021 – July 2023
3. Name of Company: **PT. Centratama Telekomunikasi Indonesia, Tbk (Fastel)**  
Industry: Internet Service Provider, Fiber Optic, DAS and BTS system  
Position: Senior Sales Manager  
Job description: Creating monthly and weekly Target for each Sales team, and ensure the target should be achieved, lead for weekly sales meeting, assist and monitor sales team for their daily activity, provide additional database for sales team, attend Weekly Management Meeting and Weekly meeting with BOD for reporting achievement, find best solution for every sales obstacle, manage and monitor for all of Direct Sales Team on their booth in every sites, working together with Procurement Dept, NOC, Human capital, Technical Support, Finance Dept, GA for every needs e.g: creating events, opening for new booth in a new site, employee requisition, creating and calculating for Business case for every new proposed site (Apartment/Residential houses/Office tower/Hotel, etc) reporting to GM Sales.  
Specialization: Sales Manager for Retail, Corporate and Government segment  
Period: February 2017 – April 2021
4. Name of Company: **PT. Tekno Logika Utama**  
Industry: Distributor/System Integrator  
Position: Sales Manager  
Specialization: Sales Manager for Corporate  
Job description: Creating monthly and weekly Target for each Sales team, and ensure the target should be achieved, lead for weekly sales meeting, assist and monitor sales team for their daily activity, provide additional database for sales team, Creating monthly and weekly Target for each Sales team, and ensure the target should be achieved, lead for weekly sales meeting, Monthly regular meeting with principal from Singapore and regularly report to them and also to Director.  
Period: December 2015 – January 2017
5. Name of Company: **PT. Padi Internet**  
Industry: Internet Service Provider  
Position: Project Manager  
Specialization: New project for Japanese companies and government segment  
Job description: Lead and monitor for every project for both Corporate (Mostly are Japanese companies) and Government, creating BOQ, find for vendors to meet the best solution/technology to meet customer needs, also acting as Branch Manager (HQ at Surabaya), reporting to Director.  
Period: June 2012 – October 2015
6. Name of Company: **PT. Jaya Tata Telecom**  
Industry: Internet Service Provider & Metro Ethernet Provider (FO)  
Position: Sales Manager  
Specialization: Corporate Sales  
Job description: Creating monthly and weekly Target for each Sales team, and ensure the target should be achieved, lead for weekly sales meeting, assist and monitor sales team for their daily activity, provide additional database for sales team, attend Weekly Management Meeting for reporting achievement, find best solution for every sales obstacle, held sales event for every 3 months, reporting to GM Sales.  
Period: April 2010 – May 2012

7. Name of Company: **PT Data Frame Indonesia**  
 Industry: Internet Service Provider & Metro Ethernet Provider (FO)  
 Position: Customer Relation Supervisor  
 Specialization: Corporate and Partnership segment  
 Job description: Arrange meeting to Corporate Customer and third party e.g: ISP to offering for Metro Ethernet (FO), make a good relation to Building Management and existing Customers as well by visiting regularly to meet customer satisfaction, Weekly meeting, reporting to GM Sales.  
 Period: April 2007– March 2010
8. Name of Company: **PT Infoasia Teknologi Global, Tbk**  
 Industry: Internet Service Provider  
 Position: Senior Marketing Officer  
 Specialization: Corporate and Enterprise Sales  
 Job description: Sales call, arrange meeting to Corporate Customer, Sales canvassing, to coordinate with Installation Department to ensure the installation working as scheduled, to meet customer satisfaction, Weekly meeting, reporting to Sales & Marketing Manager.  
 Period: October 2005 – February 2007
9. Name of Company: **PT Linknet (First Media)**  
 Industry: Internet Service Provider  
 Position: Tele Marketing Officer  
 Specialization: Retail/Residential Segment (FTTH)  
 Job description: Making a daily sales call to existing Firstmedia (Formerly was known as Kabelvision) customers to offering for Home Cable Internet Access, Sales canvassing, Daily briefing, reporting to Sales Supervisor  
 Period: July 2002 – September 2004
10. Name of Company: **Embassy of The Republic of Indonesia, Bratislava, Slovak Republic**  
 Industry: Embassy  
 Position: Local Staff  
 Specialization: Public Relation Section  
 Job description: To communicate with the local and International journalists, act as public speaker, creating an event to promote Indonesian culture, cuisine, etc, Weekly meeting, reporting to Kabid  
 Period: January 2000 – April 2002

### **Skills & Trainings**

Computer	:	Microsoft Office Program, Internet, as Well as Operating System (OS) and several Programs Installing.	
Language	:	British Council, Bratislava, Slovak Republic (English Course) Institut De Francais, Bratislava. Slovak Republic (France Course)	August 2001 March 2001
Trainings	:	Win Win Solution, Markplus Institute, Jakarta Effective Negotiation Skill, MAC Sarana Djaya, Jakarta	November 2018 October 2017