

# ROBIN WIDJAJA

PMP-certified IT Project Manager with 10+ years in SDLC, managing 10+ apps. Skilled in Fullstack Dev (MERN), CI/CD, AWS DevOps, SEO & Digital Marketing. AI enthusiast passionate about strategy & problem-solving.

+6285101888201   robinsalim@yahoo.com   <https://www.linkedin.com/in/robin-salim/>   Greater Medan



## EXPERIENCE

### IT Manager

#### Lanesborough

06/2023 - Present   Singapore, Singapore

##### Company Description

- Led Scrum meetings with the SEO team for backlinking strategies, domain research, keyword analysis, and competitor insights.
- Monitored performance in BeMob and Offer18, analyzing affiliate networks like Clickadu, Adsterra, and PropellerAds.
- Generated daily reports for the SEO and affiliate network teams.
- Facilitated sprint meetings with the development team and managed Jira tickets.
- Researched and integrated new tools to improve workflow efficiency.
- Monitored AWS, Cloudflare, and Mongo Atlas for spikes, errors, and logs.
- Met with stakeholders to gather product requirements, define them clearly, and align development efforts.
- Ensured daily operational readiness and mitigated potential risks.
- Reviewed streamer performance for quality assurance.
- Fostered a supportive and positive work environment for team members.

### Project Manager

#### INTNT.AI

12/2022 - 06/2023   Singapore, Singapore

I lead project planning, stakeholder communication, and operational execution to ensure the successful development and deployment of an LLM-powered chatbot.

- Plan and manage sprint timelines, ensuring efficient task execution and alignment with business objectives.
- Define project scope, deliverables, and milestones while proactively identifying and mitigating risks.
- Track progress using Agile methodologies, facilitating daily stand-ups and sprint reviews.
- Serve as the primary liaison for clients, working with businesses ranging from startups to multinational corporations.
- Gather and translate business requirements into clear technical objectives for the development team.
- Coordinate with cross-functional teams, ensuring smooth collaboration between developers, data scientists, and product owners.
- Oversee the creation, review, and management of all project-related documentation, ensuring clarity and consistency.
- Implement best practices for process optimization, tool adoption, and workflow automation.
- Monitor KPIs and generate reports to track performance, progress, and project impact.
- Support the team in navigating complex business processes and administrative challenges by engaging relevant stakeholders.
- Ensure timely resolution of blockers and facilitate effective problem-solving during development cycles.
- Foster a collaborative and productive work environment, keeping the team motivated and aligned with project goals.

### Public Speaking & Training Lead

#### Atomy Indonesia

10/2018 - 04/2024   Medan, Indonesia

I deliver presentations, conduct training sessions, and mentor team members to enhance communication and technical skills.

- Represent the company by delivering presentations and announcements to audiences of over 200 people.
- Communicate key company updates, materials, and initiatives in an engaging and impactful manner.
- Train leaders and team members in public speaking, conducting small-group sessions for audiences of under 50 people.
- Provide hands-on coaching to improve confidence, clarity, and presentation skills.
- Guide team members in effectively using the company's online platform to streamline operations and maximize efficiency.
- Ensure smooth adoption of digital tools by providing clear instructions and troubleshooting support.

## SUMMARY

### Portfolio :

- Project Management Work : <https://sudo.ingo.io>
- WEB2.0 Projects (MERN) : <https://github.com/linnrobin>
- WEB3 Testing Project here (Use Opera / Brave) : <https://fancy-waterfall-4238.on.fleek.co/>

## KEY ACHIEVEMENTS



### Improved Team Efficiency

Reduced sprint cycle by 20% through workflow automation tool integration.



### Cost Management Excellence

Managed project budget savings of 15% through effective resource allocation.



### Project Delivery Success

Delivered 10 successful projects on time and within scope.



### Enhanced Team Skills

Trained over 200 individuals in public speaking and leadership.

## LANGUAGES

### Chinese

Advanced



### English

Proficient



### Hokkian

Advanced



### Indonesian

Native



## CERTIFICATION

### Fullstack Javascript Immersive Program

Hacktiv8 Indonesia

### Project Management Professional (PMP)

Project Management Institute

### Scrum Fundamentals Certified

SCRUMstudy - Accreditation Body for Scrum and Agile

### Red Hat Certified System Administrator

Red Hat

EXPERIENCE

Project Manager

nesiagame

01/2015 - 01/2020 Medan, Indonesia

I drive project execution, stakeholder communication, and team collaboration in a fast-paced, agile startup environment.

- Successfully completed 10 projects, including games, applications, frameworks, and systems.
- Ensure projects are delivered on time and within budget by fostering seamless collaboration across teams.
- Conduct risk analysis and management in stakeholder decision meetings to mitigate potential issues.
- Build a strong, engaged team by encouraging full involvement and accountability in every project.
- Scout and headhunt prospective talents to strengthen the company's technical and creative workforce.
- Maintain a clean and green office environment to promote productivity and sustainability.
- Manage C-level communications, ensuring transparency and strategic alignment.
- Conduct business analysis to align projects with client needs and market demands.
- Meet with clients for UDT/UAT, provide follow-ups, and oversee client retention strategies.
- Evaluate budget, timeline, and quality requirements to ensure project feasibility and success.
- Prepare annual progress and financial reports to track business performance.
- Integrate JIRA, Trello, Freedcamp, and Google Apps for efficient reporting, bug tracking, and collaboration.

IT Support & Infrastructure (Intern)

sparkstation

01/2012 - 04/2012 Singapore, Singapore

Delivered technical support, server management, and infrastructure optimization in one of Southeast Asia's leading tech hubs.

- Managed client tickets, ensuring swift issue resolution and seamless communication.
- Deployed and configured Linux and Windows servers to meet business and security requirements.
- Customized KVM virtualization solutions based on client specifications.
- Designed and maintained structured cabling systems to enhance operational efficiency and reliability.

Freelance Web and Flash Developer

Freelance Web and Flash Developer

05/2007 - 12/2011 Taiwan, Medan

Gained hands-on experience in client communication, project delivery, and full-stack development while working on various one-time projects.

- First experience in consulting with clients to understand their requirements and translate them into functional solutions.
- Successfully earned first revenue from client projects, building foundational business and negotiation skills.
- Developed and delivered custom CSS templates, WordPress, Drupal, and Joomla websites and blogs.
- Created interactive Flash-based company profiles and games.
- Built HTML-based company profiles and Java applications, including games and business tools.
- Primarily worked with PHP and MySQL, with some projects utilizing .NET and Microsoft SQL for enterprise solutions.

EDUCATION

Bachelor's degree, Computer Science

Fu Jen Catholic University

01/2006 - 01/2010

SKILLS

HTML	Adobe Flash	Drupal	Joomla!
Web Games	Cascading Style Sheets (CSS)		
Java	Data Centers	Cable Management	
Customer Service		Ticketing Systems	
IT Infrastructure Management			Windows Server
Linux Server	User Acceptance Testing		
Game Development	PHP Frameworks		Unity
MERN Stack	Human Resources (HR)		

## Projects Details

### PROJECT – 1:

FROM Jan 2015 – UNTIL Present

Project	<b>BKKBoutique</b>
Client	Ms. Shan
Role	Project Manager
Tools & Technology	Java, Vanilla PHP, MySQL – Android Studio, Whiteboard
Project Methodology	Waterfall

#### Description:

A digital transformation from a client who wanted to streamline their manual business flow for better engagement with the customers and easier data analytics and compilation. The project has been expanded three times more from conception.

#### Project Responsibilities:

- *Meet and Analyze client requirements to project documents, so they can be developed further as a project charter to initiate the project.*
- *Communicate roles and responsibilities to stakeholders.*
- *Create and maintain work schedules, also make sure needed meetings are being held.*
- *Manage expectations and buy-in from key stakeholders.*
- *QA Test.*
- *Document final closure and lessons learned for future reference.*

### PROJECT – 2:

FROM Jan 2015 – UNTIL Present

Project	<b>Botak Game</b>
Client	Mr. Sim
Role	Project Manager
Tools & Technology	Unity, React, Vue.js, Laravel, Javascript, Rest API, MySQL – Git, Sourcetree, Digital Ocean, Bitbucket, Freedcamp, Trello & JIRA
Project Methodology	Kanban, Scrum

#### Description:

Transform an obsolete Flash game into modern technology. The game has a lot of requirements for the backend and predetermined game rules, in which we decided to use microservice architecture so that one service won't be disturbing others while another service is being updated. Here are some responsibilities highlights other than regular PM work:

#### Project Responsibilities:

- *Provide a clear scope definition and work schedule.*
- *Develop WBS for the technical team.*
- *Prepare needed technical resources for the team in different phases of the project lifecycle.*
- *Test and demo to stakeholders.*

**PROJECT – 3:****FROM Jun 2015 – UNTIL Jan 2020**

Project	<b><i>inGO Ads</i></b>
Client	<i>Inhouse</i>
Role	<i>Product Manager / Project Manager</i>
Tools & Technology	Java, React, Laravel, Javascript, Redis, Rest API, MySQL – <i>Android Studio, Git, Sourcetree, Bitbucket, Freedcamp, Digital Ocean, AWS, Figma, Trello &amp; JIRA</i>
Project Methodology	Kanban, Scrum, Agile

**Description:**

A platform where users can look at cinema schedules, news feeds, job boards, advertisements, local promos, and local events, while Admins can also curate the "posting" through the back office. Later expanded into PPOB with third-party payment gateway API integration, digital currency, discount voucher system, and blast promotions. Here are some responsibilities highlights other than regular PM work:

**Project Responsibilities:**

- *Concept product vision, outline, and milestones.*
- *Create business risk breakdown analysis and ROI.*
- *Discover and define and project roadblocks, gold-plating, scope creep, and all other risks early-on for ensuring the sprint goal is achieved on time, on budget, and on the scope.*
- *Escalate issues as needed.*
- *Prepare, analyze, process, and implement change management.*
- *Adopt project governance standards.*

**PROJECT – 4:****FROM Mar 2018 – UNTIL Aug 2021**

Project	<b><i>RSBT</i></b>
Client	<i>Mr. Hendra</i>
Role	<i>Project Manager</i>
Tools & Technology	Java, React, Laravel, Javascript, Rest API, MySQL – <i>Android Studio, Git, Sourcetree, Bitbucket, &amp; Trello</i>
Project Methodology	Kanban, Scrum, Agile

**Description:**

A local hospital wanted to modernize and simplify its patient waiting process. Therefore, they opted to make a self-register system in which users can self-register through their android device before coming to the hospital. After arriving at the hospital, patients can confirm their arrival and get a queue ticket from the QR code that they scanned when registering. The system also has a countdown timer when it's their turn to see the doctor, and after finishing the visit, they can also rate the service. Later it expanded with BPJS queue integration. This project was expanded one time for BPJS integration. Here are some responsibilities highlights other than regular PM work:

**Project Responsibilities:**

- *Create needed documents and contracts.*
- *Oversee project communication between stakeholders.*
- *Manage expectations to ensure all buy-ins are relevant.*
- *Document API usage to be used as deliverables to relevant stakeholders*

**PROJECT – 5:****FROM Aug 2020 – Aug 2022**

Project	<b>Telemarketing System</b>
Client	Mr. Eric
Role	Fullstack Developer / Project Manager
Tools & Technology	React, React Native, NodeJS, ExpressJS, Javascript, Redis, Rest API, GraphQL, PostgreSQL, MongoDB - <i>Git</i> , AWS, & <i>Trello</i>
Project Methodology	Kanban

**Description:**

The marketing team wanted to branch out to cold calling because of COVID, hence the telemarketing system is created to simplify relevant marketers so they can focus more on profit-making and get a better closing rate and customer retention. Using the likes of WhatsApp API, skype API, and Twilio API. Here are some responsibilities highlights other than regular PM work:

**Project Responsibilities:**

- *Plan everything from execution to delivery.*
- *Direct the team to achieve a common goal.*
- *Delegates work effectively.*
- *Manage the resources of time.*
- *Manage the deployment deliverables.*
- *Monitor progress and track roadblocks, and ensure precautions are prepared.*
- *Conduct regular meetings with relevant stakeholders.*
- *Establish a shared vision.*
- *Manage documentation and reports.*
- *Create a self-governing team and keep them close-knit because it's in the middle of COVID.*
- *Maintain communication and coordination with relevant key stakeholders.*
- *Train the telemarketer's team on how to better use the finished product.*
- *Serve as a technical consultant for the client's marketing division.*

**PROJECT – 6:****FROM Oct 2020 – Aug 2022**

Project	<b>HRD App</b>
Client	Mr. Eric
Role	Product Manager / Project Manager
Tools & Technology	React, React Native, NodeJS, ExpressJS, Javascript, Redis, Rest API, GraphQL, PostgreSQL, MongoDB - <i>Git</i> , <i>Sourcetree</i> , <i>Bitbucket</i> , <i>Freedcamp</i> , Digital Ocean, AWS, <i>Figma</i> , <i>Trello</i> & <i>JIRA</i>
Project Methodology	Scrum, Agile

**Description:**

Due to COVID, all human resources were required to WFH with some occasional on-site visits, the app must be mobile-friendly with GPS coordinate integration with multiple locations and buffers, anti-fraud login with multiple credential checks, also future GA and payroll integration. Here are some responsibilities highlights other than regular PM work:

**Project Responsibilities:**

- *Make a WBS for stakeholders.*
- *Maintain work schedule and collaboration for on-site and remote teams.*
- *Make sure status and result meetings are carried out so that it delivers the desired result.*
- *Communicate and make changes appropriately relevant to client needs.*
- *Serve as a technical consultant for the client's HR division.*

**PROJECT – 7:****FROM Mar 2018 – UNTIL Present**

Project	<b>Game System Integrator</b>
Client	Mr. Alim
Role	Project Manager / Product Manager / DevOps
Tools & Technology	React, Laravel, Javascript, Redis, Rest API, Docker, MySQL, MariaDB - Git, Sourcetree, Bitbucket, AWS, Figma, Trello & JIRA
Project Methodology	Kanban, Scrum, Agile

**Description:**

System Integration framework that can be integrated with other game providers using APIs, with the ability to handle thousands of concurrent users at the same time, and tens of thousands of requests. The system also must be able to be cloned separately because it will be sold as SaaS for interested individuals. Here are some responsibilities highlights other than regular PM work:

**Project Responsibilities:**

- *Analyze and break down business cases.*
- *Maintain work schedule and collaboration for on-site and remote teams.*
- *Develop Operational structures and responsibilities.*
- *Own and groom the backlog as needed.*
- *Make sure status and result meetings are carried out so that it delivers the desired result.*
- *Encourage team on moral expectations to maintain buy-ins.*
- *Monitor CPU / Memory / Storage, and Network utilization in AWS.*
- *Modify RDS, ElastiCache, EC2 according to the needed capacity.*
- *Serve as 24H Point of contact and ensure timely resolution of high-priority tickets.*
- *Serve as a technical consultant for clients' digital marketing and HR division.*
- *Test all the tickets after going into production.*
- *Make sure all the relevant finished/retrospective / lessons-learned / risk documents are properly stored and can be retrieved as needed*

**PROJECT – 8:****FROM Feb 2023 – UNTIL Present**

Project	<b>SEO Manager</b>
Client	Mr. Ahua
Role	Project Manager / Digital Marketing
Tools & Technology	Vanilla HTML, Google Ads, Facebook Ads, Whitehat SEO, Greyhat SEO, Blackhat SEO, Analytics, Voluum, Tracker, Traffic Network
Project Methodology	Agile

**Description:**

Create, Oversee and implement the company's search engine optimization strategy. Have in-depth knowledge of SEO techniques, keyword research, and analysis. And also responsible for improving the website's visibility in search engine results pages (SERPs), driving organic traffic, and maximizing ROI.

**Project Responsibilities:**

- *Develop and Execute SEO Strategies*
- *On-Page and Off-Page Optimization*
- *Technical SEO.*
- *Content Strategy*
- *Reporting and Analysis.*
- *Competitor Analysis.*

**PROJECT – X:****FROM Mar 2015 – UNTIL Present**

Project	<b><i>Various Company Profile / Landing Page / Simple Fullstack App</i></b>
Client	<i>Various</i>
Role	<i>Fullstack Developer / Project Manager</i>
Tools & Technology	<i>React, React Native, GatsbyJS, Laravel, Javascript, Redis, Rest API, PostgreSQL, MongoDB, Markdown, WordPress - Git, AWS, Figma, &amp; JIRA</i>
Project Methodology	<i>Waterfall</i>

**Description:**

Some are one-off projects such as company profiles, people's portfolios, simple user management apps, inventory apps, landing pages, mini-games for digital marketing integration, etc.

**Project Responsibilities:**

- *Maintain work schedule and collaboration for on-site and remote teams.*
- *Own and groom the backlog as needed.*
- *Test and deploy finished deliverables and make sure it's up to coding standards and best practices.*
- *Make sure needed resources are available and allocate them accordingly.*
- *Make sure all the relevant finished/retrospective / lessons-learned / risk documents are properly stored and can be retrieved as needed.*

**SOME OTHER PROJECTS:****FROM Jan 2015 – UNTIL Present****CASHIER SYSTEM**

Clients who do business in fashion retail wanted to expand and automate their business process through a stock audit, customer database, and fast checkout. Clients also would like the system to be accessible from anywhere in the world.

**SUPPLY CHAIN SYSTEM**

A computer distribution company (client) wanted to streamline and automate the business process of an existing flow. Clients asked for an end-to-end system where their business may flow smoothly and key

performance indicators of each employee can be traced. Decided to make an online system for back admin and frontline (android) to automate existing business flow.

### **PHOTOGRAPHER MARKETPLACE SYSTEM**

A client which engages in photography services wanted to rebuild their marketplace so that their user can get professional photography services anywhere in the world. Users can also choose their own photos to be professionally edited, and compiled for them. The system also functions like automated birthday promotions, coded promotions, seasonal giveaways, new destinations, photo sharing, a rating system, a very robust and detailed accounting report, and freelance photographers from around the world can also register on their website,

### **TRADING SYSTEM**

A client who runs in the gold trading business wanted to make an O2O gold trading service where users can deposit cash and buy their gold online, and deposit it for saving or resell them online (speculate trading), or take their physical gold from a jeweler that cooperates with the client.

## **CODING PROJECTS:**

**FROM Feb 2020 – Dec 2020**

### **BARTERYUK**

An eCommerce system that allows the user (owner) to post their items online and exchange their item with another user's (bidder) item with a bid system. Whenever an owner's item gets a new bid from a new bidder, an automated email will be sent to the owner, so the owner can choose which bidder's item is fit to the owner's liking. An owner can also buy points to bump up (top list) their item as the top advertisement. Finished transactions can be rated for subsequent user trust levels. Admin can also ban users with low trust levels.

**WEB3.0** (Use Opera / Brave Browsers)

<https://fancy-waterfall-4238.on.fleek.co>



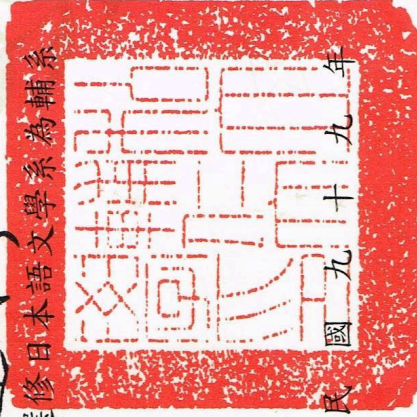
私立輔仁大學學士學位證書

輔學字第 495511648 號

學生林坤建  
中華民國柒拾陸年貳月貳拾貳日生  
在本校理工學院資訊工程學系  
修業期滿成績及格准予畢業依學位  
授予法之規定授予工學學士學位  
此證

院長 連國珍 校長 黎建球

持證人選修日本語文學系為輔系



中華民國九年十月

Fu Jen Catholic University

has conferred on  
WIDJAJA ROBIN  
the degree of  
Bachelor of Science  
on the satisfactory completion  
of the course of study prescribed by  
the Department of  
Computer Science and Information  
Engineering  
in the College of Science and Engineering  
with a minor in Japanese Language and Culture

June 2010

Dean Bernard L.  
President

私立天主教輔仁大學

僑生聯誼會



# 證書

( 96 ) 僑證字第 39022 號

茲證明輔仁大學

理工 學院 資工 系 二 年級  
林 坤 建 伙伴擔任本校 96 學年度  
本會第 39 屆 印尼同學會會長

任期自民國 96 年 7 月 1 日起  
至 97 年 6 月 30 日止

特此證明

**林銘雄** 簽章  
僑外組組長

**朱嘉綺** 簽章  
指導老師

**歐陽偉棠** 簽章  
僑聯會會長





# 聘書

輔仁大學僑生聯誼會 聘書

僑聯證字第 39024 號

茲敦聘輔仁大學

理工學院 資工系二年級

林坤建 伙伴擔任本會第39屆印尼會長

聘期自民國 96 年 6 月 1 日起

至 97 年 5 月 31 日止

此聘

僑聯會會長



歐陽偉棠

中華民國 96 年 9 月 6 日



**TBI**

The British Institute  
Cengkareng  
Mutiara Taman Palem

## Practice TOEFL® Test Result

Robin Widjaja

Test date : 29 August 2012

Converted Scores		
Listening	Structure	Reading
59	60	62

**Overall score: 603**

Note:

\* Converted scores totalled and then divided by 3, multiplied by 10 = Overall score.

\*\* "TBI prediction score for the TOEFL® Test do not guarantee equivalent or comparable scores on the Official TOEFL® test of Educational Testing Service."



# TBI

# TRAINING CERTIFICATE

This is to certify that

**Robin Widjaja**

took a practice TOEFL® test on

**29 August 2012**

and achieved an overall score of

**603**

A handwritten signature in black ink.

*Siske Soanne*

Director of Studies

A handwritten signature in black ink.

Course Supervisor



*"TBI prediction score for the TOEFL® Test do not guarantee equivalent  
or comparable scores on the Official TOEFL® test of Educational Testing Service."*



**Red Hat, Inc.**  
Hereby certifies that  
***robin widjaja***

has passed the RHCSA exam and is certified as a

***Red Hat Certified  
System Administrator***

**Red Hat Enterprise Linux 6**



Randolph R. Russell  
Director, Global Certification Programs



**Date: June 15, 2012**

**Certification ID: 120-093-406**

**RHCSA™**

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# Project Management Institute

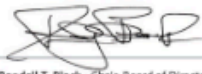
THIS IS TO CERTIFY THAT

**Robin Widjaja**

HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE  
IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND  
RESOURCES AND IS HEREBY BESTOWED THE GLOBAL CREDENTIAL

**Project Management Professional (PMP)®**

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE



Randall T. Black • Chair, Board of Directors



Sunil Prashara • President and Chief Executive Officer



PMP® Number: 2592625  
PMP® Original Grant Date: 30 May 2019  
PMP® Expiration Date: 29 May 2022



This is to certify that

*robin widjaja*

has successfully passed the certification exam for

**Scrum Fundamentals Certified**

and is hereby designated as an SFC™

Granted Date : April 14, 2018

622617

Certificate ID



Executive Director



Chairman Academic Council

The Certificate remains the property of VMEdU, Inc. and shall be returned immediately on request.  
VMEdU, Inc., 12725 W. Indian School Road, Suite F-112, Avondale, AZ - 85392  
**Web:** [www.SCRUMstudy.com](http://www.SCRUMstudy.com); **Email:** [support@scrumstudy.com](mailto:support@scrumstudy.com)





# Course Completion Confirmation

June 2020

*This confirms*

**Robin Widjaja**

*has successfully completed*

## Fullstack Javascript Immersive Program

a course of study offered by Hactiv8.

Authenticity of this document can be verified at:

<https://hire.hactiv8.com/verify/fsjs/RobinWidjaja-20200622>



**Riza Fahmi**  
Curriculum Director  
Hactiv8 Indonesia





THIS IS TO CERTIFY THAT

**Robin Widjaja**

HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE  
IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND  
RESOURCES AND IS HEREBY BESTOWED THE GLOBAL CREDENTIAL

**Project Management Professional (PMP)<sup>®</sup>**

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE

A handwritten signature in black ink, reading 'Jennifer Tharp', is positioned above a horizontal line.

Jennifer Tharp | Chair, Board of Directors



A handwritten signature in black ink, reading 'Mike DePrisco', is positioned above a horizontal line.

Mike DePrisco | Interim President & CEO

PMP<sup>®</sup> Number: 2592625

PMP<sup>®</sup> Original Grant Date: 30 May 2019

PMP<sup>®</sup> Expiration Date: 30 May 2025