

# Ahmad Zaki Humaidi

[humaidizaki1114@gmail.com](mailto:humaidizaki1114@gmail.com)

+62 81911298643

[linkedin.com/in/ahmad-zaki-humaidi](https://www.linkedin.com/in/ahmad-zaki-humaidi)



## Summary

---

A freshgraduate majoring in Regional Development at Universitas Gadjah Mada. Zaki is a Business Development Intern at Shopee. He has interest in some topics related to business development, human resources, sales, marketing, consulting, and finance. He is adapt in leadership as He led 1 project in campus and manage to handle sub unit at student organization. He has courage to learn new things as he join some activities such as tutoring a course and writing some publications on national newspaper.

## Education

---

- Aug 2017 – Nov 2021**      **Universitas Gadjah Mada**  
**Bachelor Degree of Science**
- Latest GPA Cumulative : 3.59 (Cumlaude)
  - Latest TOEFL Score : 530
  - Thesis: *Identification of Potential Development of the Regional Economy and Economic Base of Banten Province In 2011-2019*

## Professional Experience

---

- Jul 2021 – Now**      **SHOPEE**  
**Business Development Intern (Campaign Merchandizing Unit)**
- Key Achievement : Succesfully work on campaign called “*Merdeka Sale 8.8-17.8*” that have purpose to boost local products selling and give the best shopping experience to the customers through several promotions at different limited period
  - Responsible for Flash Sale Shopee Pilih Lokal Team which daily task is curated SKUs that fit with local campaign criteria for some local campaigns like Merdeka Sale, Solo Great Sale, Go Borneo, Semarang Great Sale, etc (already curated 4000+ SKUs)
  - Responsible for Flash Sale Electronic Team which daily tasks are decided whether to approve or reject Electronic SKUs that will be live on Electronic Flash Sale based on flash sale criteria and conducted competitor analysis and how other competitor manage their Flash Sale Campaign
  - Building the pipeline of category by list-downing and analyze the potential sellers
  - Consolidate status of acquisition of potential sellers within the pipeline with category manager / sales
  - Generate daily report for potential seller performance to top level management
  - Work closely with Manager or Leader to improve the overall project improvement
- Feb 2021 – Apr 2021**      **Ministry of Agrarian Affairs and Spatial Planning/National Land Agency**  
**GIS Analyst Intern (National Defence Strategic Area Unit)**
- Key Achievement : Succesfully create map database for “*Rencana Detail Tata Ruang Kawasan Perbatasan Negara Yetetkun*”
  - Created layout for base maps (regional boundary, transportation network, regioal contour, etc) and thematic maps (clean water facilities, electricity network, health facilities, etc)
  - Created layout for spatial planning maps (disaster evacuation, green open space, priority area, etc)
  - Input several data related to some important public facilities into Microsoft Excel
  - Joined several meetings with other ministries, institutions, and local government to discuss topics related to “*Rencana Detail Tata Ruang Kawasan Perbatasan Negara Yetetkun*”
- Aug 2019 – Dec 2019**      **Faculty of Geography Universitas Gadjah Mada**  
**Lab Assistant (Regional Laboratory Unit)**
- Presented and delivered course to participants every week
  - Assisted, tutored, and gave feedbacks to the participants
  - Conducted final exam and make a final report to lecturer who become coordinator of the course
- Jul 2018 – Aug 2018**      **CV. MUSTIKA MANDIRI**  
**Freelance Working (Supervising Consultant Unit)**
- Supervised a building construction project at PUSPIPTEK Serpong
  - Filled in the checklist of project every day that contain some information about how many worker attend the day, how the progress of work that day, etc.
  - Conducted measurement process on some constructional work with senior partner

## Organization Experience

- Jun 2020 – Aug 2020**      **COMMUNITY DEVELOPMENT SERVICE PROGRAM (KKN-PPM UGM)**  
**Science and Technology Cluster Coordinator (Mutiara Natuna's Team)**
- Selected some candidates that fits what the team needs and have courage to bring suitable programs
  - Led 10 students in Science and Technology Cluster of Mutiara Natuna Team to make and deliver main programs and side programs from various educational background (Biology, Chemistry, Geography, and Engineering) based on the problem they faced
- Apr 2018 – Mar 2020**      **HIMPUNAN MAHASISWA GEOGRAFI PEMBANGUNAN**  
**Website Coordinator (Media and Publication Unit)**
- Selected some candidates that fits what the unit needs and have basic knowledge about media and publication unit
  - Input some publications to the website owned by the unit
  - Helped design the website and also help manage and maintain the website owned by the unit
- Sep 2017 – Mar 2018**      **BADAN EKSKUTIF MAHASISWA UGM**  
**Basic Staff (Students Advocacy Unit)**
- Helped to create a social project called "*Student Social Responsibility*" that have a main purpose to help other students who have some difficulties to pay their tuition fees
  - Helped to create an activities that have purpose to create bond between staff

## Projects

- Oct 2019 – Nov 2019**      **COMMUNITY DEVELOPMENT COURSE**  
**Paricipant (Disaster Evacuation and Preparedness Team)**
- Mentored by lecturer to create a project related to disaster evacuation knowledge to the young community
  - Helped the team to prepare the knowledge and information related to disaster evacuation and preparedness for young community
  - Helped the team to create disaster simulation for young community and encourage them to have basic preparedness when disaster happen

## Honors & Awards

- Jun 2018**      **STUDEC INTERNATIONAL**
- **Top 100 Best Essay** – Lomba Essay Pemuda 2018
- Sep 2017**      **Faculty of Geography Universitas Gadjah Mada**
- **2nd Winner Football Championship** – Piala Geografi 2017

## Portfolio

- Dec 2018**      **KORAN SINDO**
- Released a publication entitled "*Menumbuhkembangkan Ekonomi Digital*"
- Sep 2018**      **KORAN SINDO**
- Released a publication entitled "*Menimbang Untung Rugi Utang Luar Negeri*"

## Other Skills

**IT Skills**-MS Word, MS Excel (Vlookup, Sumif, Pivottable, etc), MS PowerPoint, Canva, Adobe Illustrator, SPSS, ArcGIS  
**Languages**-English (Professional), Indonesia (Native)  
**Volunteering**-Science and Technology Cluster Coordinator KKN-PPM Mutiara Natuna, Natuna Regency

## Interests

Human resources, sales, marketing, consulting, finance, business development, FMCG, product development

## References

1. Ahmad Lutfi Karim – **Customer Development at Unilever**  
Phone: +6285939110854  
Email: [lutfikarim35@gmail.com](mailto:lutfikarim35@gmail.com)