

# DAVID CHEN

+62-816-1914256

[davidchan23@gmail.com](mailto:davidchan23@gmail.com)

Jl. Gunung Sahari X No. 47  
Jakarta Pusat - 10720

Bachelor's degree GPA 3.3  
Bina Nusantara University



## CAREER SUMMARY

20 years' experiences in Digital Transformation, Data Communication Technology and IT Solutions focusing in providing consultancy and delivering Modern workplace solution, Cloud solution and ICT solution like LAN, WAN, Security, SD WAN and Collaboration platform. Innovative, team player, experienced leader, and fast learner, keen to accept challenges that have a significant growth to company and myself. Experience worked with several Global IT Company, working and engage with many industries such as Oil and Gas, Banking and Finance, Manufacture, Airlines, and Telco Company. Currently focusing on cloud solution and cloud native security solution like SASE, Zero Trust Network and Network as a Service.

## Key Professional Competencies and Certification

### Key Professional Competencies

- NetFoundry SASE, ZTNA solution
- Cisco Routing Switching, Security and UC&C Solution
- Meraki LAN, Wireless, SD WAN Solution
- HPE and Aruba network solution
- AWS Cloud, Google GCP, Microsoft Azure
- Virtualization, Docker Container, Kubernetes technology
- Microsoft AD, DHCP, DNS
- MS SQL Server, Java, Python, Flutter, YAML, JSON
- Project Management, IT Strategy and Architecture, ITIL

### Certifications

- AWS Solution Architect Associate
- Microsoft Azure Solution Architect Expert
- Google Associate Cloud Engineer
- CCNP Routing Switching
- CCNP Collaboration
- CCDP (Cisco Certified Design Professional)
- CMNA (Cisco Meraki Network Associate)
- ACSP (Aruba Certified Switching Professional)
- ACMA (Aruba Certified Mobility Associate)
- HP Master ASE Network Infrastructure

## Professional Employment

### China Mobile International – Indonesia

#### Senior Solution Manager

September 2021 to Present

#### Job Responsibility:

- As a solution leader for CMI Indonesia unit, reporting to CMI Indonesia managing director.
- Lead the development of new solution for Indonesia enterprise market to achieve country revenue
- Responsible in partner ecosystem development and nurture a long-term strategic partner relationship
- Collaborate with sales director to develop business strategy and plan in multi cloud, security, IoT and ICT business
- As a part of key contributor for APAC solution team, to build and maintain solution ecosystem for APAC region.
- As a solution expert, responsible to communicate and gather customer requirement, lead in technical solution and making sure proposed solution meet customer objective and bring significant value
- Lead every technical and business discussion with customer, internal team, and partner.

### Transwap - Singapore

#### Freelance Consultant

March 2021 to August 2021

#### Job Responsibility:

- Lead technical solution, specialized in Azure cloud networking, monitoring and app insights
- As a technical advisor for migrating Azure App service to Azure Kubernetes service
- Designing and deploying Transwap service desk using Zendesk solution
- Responsible for building standard operation procedure for Transwap support team

# DAVID CHEN

## NetFoundry

### Technical Account Manager

November 2020 to March 2021

#### Job Responsibility:

- Own technical and business leadership for NetFoundry SASE solution in Indonesia.
- Lead Proof of Concept and solution delivery for each customer deal as a bridge between NetFoundry and partner.
- Work closely with partner to drive market adoption of NetFoundry platform.
- Represent NetFoundry for all commercial and technical matters in front of customer leadership and lead the conversations, qualifications, resolutions or any other activity as need to be.
- Assist partner and lead on all technical and delivery matters with focus on achieving and exceeding annual targets.
- Develop long term strategic relationships with partner and their customers
- Collaboratively participate with peers in the creation of a global go to market strategy.

---

## 3D Networks Indonesia

### Head of Solution and Services

August 2019 to October 2020

#### Job Responsibility:

- Leading group of project managers, solution architects and consultants, mentoring and support team member and oversee all opportunities including On Premise and Cloud solution
- Manage and collaborate with cross functional teams to achieve project goal in a timely and effective manner.
- Ensure quality assurance of each project and evaluate project risks at every stage
- Lead development of cloud solution as part of new business portfolio for 3D Networks
- Pre-sales, Solution consulting and architecting ICT solution
- Collaborate with internal sales team to develop business strategy and sales strategy to customer
- Building strong client relationships with customer and partner. Educate and advise clients on industry trends and technologies.

Account Involved: DBS, Commonwealth Bank, Commonwealth Life, BPRKS, Padma Hotel, Hilton Dili, Gojek.

---

## BT Global Services

### Regional Pre-Sales Lead – BT Global Services

June 2014 to July 2019

#### Job Responsibility:

- As a Portfolio leader for BT SD WAN and UCaaS in Asia Middle East and Africa region. Educate and support team member and oversee all relevant opportunities in the region.
- Lead UC&C, LAN, Wireless LAN and SD WAN sales opportunity in Southeast Asia
- Solution consulting lead and architecting BT One product across Asia, Middle East and Africa
- Act as key contributor and provide expert advice to other groups on technical and operational issues.
- Develop and nurture strong client relationships with customer and partner. Educate and advise clients on industry trends and technologies.
- Involve managing project teams in the delivery of projects and ensuring successful project delivery.

Account Involved: RBS NatWest, BW Maritime, BAT Global, Unilever, SASOL, DHL, SCB, Axiata, XL.

# DAVID CHEN

## Hewlett Packard Indonesia

### Network Architect Lead – Network Consulting Group

July 2006 to June 2014

#### Job Responsibility:

- Lead and manage project delivery team, ensuring successful project delivery.
- Make sure 90% of projects were completed ahead of schedule and within budget.
- Provide consultancy, design, implementation and integration customized network, security, wireless and Unified communication solution.
- Engage and maintain business relationships with major customers and partners.
- As a UC&C technical expert to lead and oversee relevant opportunities in Indonesia.

Account Involved: Telkomsel Amdocs, Indonesia Stock Exchange, Garuda Indonesia, Chevron, Premier Oil

---

## PT Realta Chakradarma

### SE Manager - Network and System Integration Division

May 2004 to June 2006

#### Job Responsibility:

- Lead a group (15 people) of System Engineers and Network Engineers to design and integrate IT network and system to nation-wide customer.
- Evaluate engineering team performance and assign the right resources to the right activities at the right time to make sure company objectives are being met.
- Manage various projects based on time and cost performance ensuring successful project delivery, ongoing project tracking and portfolio realignment.
- Provide pre-sales support and technical advises to sales team

Account Involved: Accor's group, Jakarta and Bali Hilton, Unilever, Cengkareng Golf Club, Pakubuwono Residences

---

## Sungai Budi Group

### IT Supervisor – Infrastructure Department

April 2000 to April 2004

#### Job Responsibility:

- Coordinate and supervise various IT infrastructure projects that aligned with company business.
  - Responsible for managing data and voice communication system across 15 company's branches
  - Maintain company internal IT infrastructure such as LAN, WAN, and Servers
  - Develop in house ERP system based on company business requirement using Microsoft Solution (SQL Server, VB, ASP)
- 

## AIG Lippo

### Programmer Analyst – Client Server Department

March 1999 to March 2000

#### Job Responsibility:

- Develop company system using SQL Server, Visual Basic and ASP.
- Maintain and support existing company system