



Julio Sidiki

Senior Functional Consultant

Indonesia | +6287700700404 | Julio.sidiki@gmail.com | linkedin.com/in/juliosidiki

Combining functional expertise with a sales perspective with 8+ years of IT industry experience; 5 years as Functional Consultant & 3 Years as Pre-Sales Consultant. Results driven, flexible, Excellent reputation for identifying business needs and solutions. Effective communicator with great critical thinking, Strong attention to detail, Having SaaS Implementation Experience like Oracle Netsuite, SAP Business One, IFCA Software, Vymo CRM.

Skills

Oracle Netsuite | CRM SaaS | SAP Business One | IFCA Software | LucidChart | Clarizen | SDLC | Lead Qualification | Product Demonstrations | Solution Oriented | Negotiation

Experience

Pointstart Pte Ltd

Senior Functional Consultant, Southeast Asia

March 2022 - PRESENT, Southeast Asia

- To manage the complete lifecycle of Oracle Netsuite implementation this starts from understanding the business processes of an organization till project management and designing of different phases of ERP implementation which includes – Customizations, integration, support, understanding of forms, fields, workflows etc.
 - Deploying ERP solutions and ensuring seamless system integration.
 - Running diagnostic tests and resolving issues to enhance performance.
 - Providing ERP end-user training and functional support.
 - Documenting ERP processes and preparing deployment progress updates.

Vymo Pte Ltd

Presales & Solution Manager, Southeast Asia

August 2021 - March 2022, Southeast Asia

- Develop solutions to support the sales team for large and complex sales opportunities.
- Developing long-lasting and high-quality business relationships with clients by instilling trust and confidence
- Scoping the client solution to enable accurate estimation of the effort
- Working directly with clients to understand their business strategy, program requirements & processes

Pointstart Pte Ltd

Presales Solution Consultant

March 2020 - August 2021, Indonesia | Malaysia | Singapore

- Communicated with prospect to identify their buying needs/goals and provide sales proposal
- Provide a strong functional understanding of Netsuite product with the ability to discuss and demonstrate architect integration
- Provide End to End Demonstrations of Oracle Netsuite ERP and a thorough understanding of accounting principles.
- Effectively communicates and articulates the details of the proposed customer

solutionPerforming business design, configuration, prototyping, user training,

Functional Consultant

[September 2018 - March 2020, Indonesia | Malaysia | Singapore](#)

- Lead Netsuite implementation across all functional modules (finance and accounting, sales, purchasing, inventory etc.)
- Conduct Roll out training end user

Soltius Indonesia PT

SAP Business One Project Manager / Functional Consultant

[March 2017 - September 2018, Jakarta - Indonesia](#)

- Performing business design, configuration, prototyping, user training, developing functional specification for enhancement and customized reports.
- Finalization of cut over strategy for Master data & Transactional Data

IFCA Software PT

Functional Consultant

[Jan 2015 - March 2017, Jakarta - Indonesia](#)

Education

Sahid University / Master of Management Degree Candidate; Anticipated Completion September 2024

[Sep 2022 - Sep 2024, Indonesia](#)

Gunadarma University / Bachelor Degree of Accounting - GPA 3.15

[Sep 2012 - Sep 2016, Indonesia](#)

Project Experience

PT Eatwell Culinary Indonesia - Indonesia

[Oracle Netsuite Functional Consultant - April 2022 to Dec 2022](#)

Collab Asia Pte Ltd - 9 Subsidiaries

US, Singapore, Japan, China, Philippines, Indonesia, Korea, Hongkong

[Oracle Netsuite Functional Consultant - Mar 2022 to Sep 2022](#)

Presales Solution Consultant - Mar 2020 to Present

- The Largest Lubricant Distributor Company in Indonesia generated a new ERP system Oracle Netsuite for 10 Subsidiaries and closed a \$200K sale - Indonesia
- Online Used Car Platform generated a new ERP system Oracle Netsuite for 6 Subsidiaries and closed a \$200K sale - Malaysia
- Chemical distribution Company generated a new ERP System Oracle Netsuite for 1 Subsidiaries and closed \$50K sale - Indonesia

Capsule Pharma Pte Ltd, Pointstar Pte Ltd - Singapore

[Oracle Netsuite Functional Consultant - Sep 2018 to Des 2018](#)

- Lead Netsuite implementation across all functional modules (finance and accounting, sales, purchasing, inventory etc.) Using Clarizen Project System to manage the project timeline on target.

Language

Bahasa Indonesia - Native Proficiency

English - Professional Working Proficiency