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Linked In :

## Personal Details

### Summary :

- Strong personality with excellent analytical and Selling
- Meet all deadlines and goals while ensuring quality and achievements
- Able to work independently as good as a team (integrity a team)
- Conducting Good Values and Behaviour: Professionalism and Respect,
- Strong Technical Skills (Submarine, DWDM, IP, Wireless, FSO, Security, Microwave, Private LTE, VSAT, etc)

### Key Strength :

- Creating Opportunities
- Contract Development and Negotiation
- Category Management Strategic Sourcing
- Strategic Key Person Relationship
- High Level Communication
- Influencing and Interpersonal Relationship Skill
- Presentation Skill

## Working Experience

### **PT Lintas Teknologi Indonesia , Jakarta (Feb 2008 – at present)**

Senior Account Manager for Indosat group (Indosat Ooredoo Hutchison = IOH)

#### Accomplishment:

#### 2023

- Participate for Backhaul DWDM Tender in IOH and commercial Stage
- Participate for DWDM, Submarine and GPON tender in Lintasarta
- Awarded for PFE Modernization Project (Submarine Wet Part)
- SDWAN for huge enterprise Expansion (biggest retail store and biggest Bank in Indonesia)

#### 2022

- Awarded for Private LTE Tender
- Dealing for Submarine expansion

#### 2021

- Awarded for Lawfull Inteception Expansion Tender

	<ul style="list-style-type: none"> <li>• Awarded for BI DWDM Link Tender</li> <li>• Awarded for SDWAN for Bank Mandiri Tender under B2B Indosat</li> </ul> <p>2020</p> <ul style="list-style-type: none"> <li>• Awarded for SDWN for Alfamart</li> <li>• Expansion of DWDM Submarine Indosat</li> <li>• Expansion of IP MPLS Services</li> </ul> <p>2019</p> <ul style="list-style-type: none"> <li>• Awarded for Indigo Submarine Tender</li> <li>• Awarded for Jakasusi Submarine</li> </ul> <p>2010 - 2018</p> <ul style="list-style-type: none"> <li>• Awarded for Mediation System Consolidation (patnering with Comptel)</li> <li>• Awarded for Juniper INP</li> <li>• Awarded for Swissqual Customer Experience Solution</li> <li>• Awarded for Transmission and RAN Services for Sumatera Area.</li> </ul>
<b>Working Experience</b>	<p><b>PT Airspan Network Indonesia , Jakarta (2007)</b></p> <p>Wimax Engineer</p> <p>Accomplishment:</p> <ul style="list-style-type: none"> <li>• Network Design and Rollout of Wimax for Lintasarta, IM2 and XL</li> </ul>
<b>Working Experience</b>	<p><b>PT Pasifiktel Indotama , Jakarta (2005 - 2007)</b></p> <p>IT Engineer</p> <p>Pasifiktel Indotama is foreign investment company with core business : VSAT, ISP and Radio Trunking. Major customers in Indoesia is Mining, oil and gas company.</p> <p>Accomplishment:</p> <ul style="list-style-type: none"> <li>• Network Design and Rollout of Wirelesss Network, VSAT, VOIP and Internet connection for oil gas and mining customer : Adaro, KPC, Darmahenwa, Bahari Cakrawala Sebuku, Wedabay Nickel, Elnusa, etc</li> </ul>
<b>Working Experience</b>	<p><b>PT Swhara Digjaya , Jakarta (1996 - 2005)</b></p> <p>Radio Network Manager</p> <p>Accomplishment:</p> <ul style="list-style-type: none"> <li>• Network Design and Rollout of ISP (<a href="http://www.ezy.net.id">http://www.ezy.net.id</a>).</li> </ul>
<b>Professional Training / Courses / Workshop</b>	<ul style="list-style-type: none"> <li>• Juniper Network Sales Specialist</li> <li>• Key Account Management Course – Prastya Mulya</li> <li>• Several Inhouse Sales Training - Jakarta</li> <li>• Comptel Mediation Labs - Finland</li> <li>• Wimax Fundamental - Jakarta</li> <li>• Nokia WDM Fundamental - Malaysia</li> <li>• Frame Relay VSAT Training - Jakarta</li> <li>• Holden Sales Training – Jakarta</li> <li>• Wimax Congress – Singapore</li> <li>• Sangfor Wireless Training – China</li> </ul>

<b>Special Achievement</b>	<ul style="list-style-type: none"> <li>• Employee of the year 2009 - Lintas Teknologi Indonesia</li> <li>• Sales of the Year 2013 – Lintas Teknologi Indonesia</li> <li>• Special Sales Award 2019 – Lintas Teknologi Indonesia</li> </ul>
<b>Others</b>	<ul style="list-style-type: none"> <li>• Educational : Degree with Sarjana Komputer (S.Kom)</li> <li>• Hobby : Music, Technology Literature Reading, Traveling</li> </ul>