

PETRIK SIANO OKTA PRIMA LESMANA

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EDUCATION

Diponegoro University

Bachelor of Science (Major in Oceanography)

Cumulative GPA: 3.85/4.0

Thesis: The Effect of El Nino Southern Oscillation on Upwelling Intensity in Northern Papua Waters

Semarang

August 2019 – June 2023

EXPERIENCE

GAOTek Inc.

Business Development Intern

November 2023 – December 2023

- Orchestrated identification and recording of over 10 high-quality business opportunities in the CRM system with a 50% conversion rate among highly interested prospects.
- Engineered lead generation campaigns across diverse industries, capturing genuine interest from potential customers in manufacturing, healthcare, construction, oil and gas, and mining in Saudi Arabia.
- Spearheaded the establishment of strategic partnerships by researching prospective products in several e-commerce platforms, identifying more than 10 potential products daily.

PT. Indobit Digital Raya (Bitlabs Academy)

Data Analytics for Business Intern

February 2023 – June 2023

- Designed business insight into 3 e-commerce companies through data analysis, including Exploratory Data Analysis (EDA), data cleansing, data visualization, and data dashboarding.
- Executed business analysis from databases with design thinking, storytelling, and business presentations using 3 methods: user journey maps, data product canvas, and business flow.
- Accomplished project-based learning in 4 e-commerce companies using data analytics stacks like SQL, Python, and Looker Studio to gain insight.

Kedaireka.id

Geographic Information System Analyst (GIS Analyst) Intern

August 2022 – December 2022

- Conducted water quality surveys, including 8 parameters: pH, dissolved oxygen, nitrate, phosphate, turbidity, chlorophyll-a, temperature, and salinity.
- Improved physical oceanographic data, including bathymetry, tides, and waves, and presented the output in the form of spatial distribution maps and oceanographic modeling covering 100% of Teluk Awur Waters.
- Managed 90% preparation phase of the aquaculture project with the Integrated Multi Trophic Aquaculture (IMTA) method in Teluk Awur Waters, Jepara.

Balai Besar Penangkapan Ikan

Geographic Information System Analyst (GIS Analyst) Intern

March 2022 – April 2022

- Developed upwelling data using ArcGIS and SeaDAS in the Fisheries Management Area of the Republic of Indonesia in 2020 and 2021.
- Interpreted about 85% of statistical data on fishing results and fishing gear on the north coast and south coast of Central Java Province in 2020.
- Arranged 168 monthly fishing potential maps on the coast of Central Java, covering 7 zones in the Western Indonesian Seas.

Dinas Kelautan dan Perikanan Provinsi Jawa Tengah

Geographic Information System Analyst (GIS Analyst) Intern

August 2021 – September 2021

- Presented 80% of data on the length of the coastline in Brebes, Tegal, and Pemalang using the split and merge features in ArcGIS.
- Analyzed data on the coastal areas on the north coast of Central Java and collected 2 data points on new coastal buildings built between 2013 and 2018.
- Formulated 95% of the area of abrasion and accretion that occurred during 2013, 2017, and 2018 on the northern coast of Central Java.

ORGANIZATION

Ikatan Mahasiswa Studi Offshore (IMSO) Indonesia

Semarang

Human Resources and Development

March 2021 – February 2022

- Achieved 90% completion of IMSO associates, executives, and alumni databases, strengthening internal and external data resources.
- Organized the Petroleum Camp (PETROCAMP) sponsored by Premier Oil and ExxonMobil, with an attendance of over 100 participants.

Surveyor of Ocean Area (SONAR) Universitas Diponegoro

Semarang

Partnership and Public Relations

February 2021 – January 2022

- Encouraged over 20 participants to join a SONAR Instrument Fair (SONFAIR) through effective online and offline influence.
- Fostered relationships by organizing roadshows at 2 top universities in Indonesia, attended by survey organizations to facilitate meaningful engagement.

COURSE / CERTIFICATION

Course-Net Indonesia

Jakarta

Data Science with R

September 2023

- Strengthened foundational knowledge in data analysis, data science, artificial intelligence, machine learning, and statistical modeling using RStudio.
- Acquired practical experience implementing classification algorithms: decision trees, random forests, SVM, and KNN to address real-world problems.

Microsoft – Talenta AI

Jakarta

Microsoft Azure AI Fundamentals

September 2023

- Showcased proficiency in foundational artificial intelligence concepts and their practical application.
- Provided hands-on experience with Microsoft Azure and enhancing skills in cloud-based AI solutions.

SKILLS

- Data Analysis : SQL, Python, IDL, R, IBM SPSS Statistics, Spreadsheet
- Data Dashboarding : Looker Studio, Google Data Studio, Tableau Desktop, Microsoft Power BI
- GIS : ArcGIS, SeaDAS, Google Earth, Ocean Data View (ODV)
- Front-End : HTML, CSS, TailwindCSS
- Microsoft Office : Word, Excel, Powerpoint, Outlook

PROJECT

- Cost-Effectiveness Analysis of Employee Payroll Scheme (2023)
- Segmentation Customer with RFM (Recency, Frequency, and Monetary) Analysis (2023)
- Sentiment Analysis using VADER and RoBERTa Pre-trained Model (2023)
- Customer Behaviour for E-Commerce Conversion (2023)
- Account Segmentation of Partner Ledger (2023)
- Time-series Forecasting with XGBoost (2023)

ACHIEVEMENT

Gold Medalist Kompetisi Sains Indonesia – Geografi (POSI)

PUBLICATION

Lesmana, P. S. O. P., Wirasatriya, A., Setiyono, H., Suryoputro, A. A. D., Wijaya, Y. J., Ismunarti, D. H. ... Abdillah, M. R. (2024). The Effect of ENSO on Upwelling Intensity in the Seas along the Northern Coast of Papua - Case Study of the 2015–2016 El Niño and the 2010–2011 La Niña Events. *Ecological Engineering & Environmental Technology*, 25(2), 243-253. <https://doi.org/10.12912/27197050/176505> (Scimago Index: Q3)