PETRIK SIANO OKTA PRIMA LESMANA

Address: Surabaya, Indonesia | Portfolio: github.com/strigoimort/ | Website: strigoimort.github.io
LinkedIn: Petrik Siano | Phone: 087730690860 | Email: petriksiano24@gmail.com

EDUCATION

Diponegoro University   **Semarang**
Bachelor of Science (Major in Oceanography)   *August 2019 – June 2023*
Cumulative GPA: 3.85/4.0
Thesis: The Effect of El Nino Southern Oscillation on Upwelling Intensity in Northern Papua Waters

EXPERIENCE

PT. Pangan Lestari   **Sidoarjo**
Purchasing Import   *March 2024 – Present*
- Directed the creation of Purchase Orders (POs), orchestrated the scheduling of incoming shipments, and ensured timely receipt and proper storage of goods in the warehouse.
- Oversaw the organization and verification of crucial documents, including Proforma Invoices (PIs), Invoices, Bills of Lading, Certificates of Analysis (COA), Production and Expiry Dates, and Packing Lists.
- Maintained and updated product data, including pricing, loading capacity, lead time, and stock levels, to facilitate informed purchasing decisions and enhance operational efficiency.

GAOTek Inc.   **Ontario (*Remote*)**
Business Development   *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   **Tangerang**
Data Analytics for Business   *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   **Semarang**
Geographic Information System Analyst (GIS Analyst)   *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   **Semarang**
Geographic Information System Analyst (GIS Analyst)   *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 **Semarang**
Geographic Information System Analyst (GIS Analyst) *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*
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*
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 Scence with R *September 2023*
- Strengthened foundational knowledge in data analysis, data science, artificial intelligence, and machine learning.
- Acquired practical experience implementing classification algorithms: decision trees, random forests, SVM, and KNN.

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 Management   : Notion, Primavera
- 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

- Product Lookup for Logistic Department (2024)
- Purchasing Teamspace with Notion (2024)
- 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 (Held by POSI)
Demonstrated exceptional analytical and problem-solving skills in geographic and environmental sciences.