

# 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.

## COURSE / CERTIFICATION

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### 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.

## ORGANIZATION

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### 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.

## SKILLS

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- 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
- Front-End : HTML, CSS, TailwindCSS
- Microsoft Office : Word, Excel, Powerpoint, Outlook

## PROJECT

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- Account Segmentation of Partner Ledger (2023)
- Customer Behaviour for E-Commerce Conversion (2023)
- 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)
- Time-series Forecasting (2023)

## ACHIEVEMENT

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Gold Medalist Kompetisi Sains Indonesia – Geografi (Pelatihan Olimpiade Sains Indonesia)

## PUBLICATION

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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)