

# Andreas Jiman



## PERSONAL SUMMARY

Multi-skilled professional with good all-around supervisory, technical expertise, and many experience. Very capable, multi-talented, self-learner with a proven ability and track record to ensure the smooth running of ICT systems and to provide IT Services in effective and efficient way to support the company performance. With other disciplines, sure to enable strategic thinking and bold to act accordingly to company need, along the company strategic policy.

Strong Leadership with experience handling 5-10 staff to achieve company strategic goal in serving the shareholders' interest, as to coup with the environment in working together for the company.

The understanding of other disciplines will be advantage to serve the company better in performing managerial function like planning, organizing, directing, managing, implementing and evaluating.

I'm looking for challenging managerial or directing position, one that makes the best use of my existing skills, ability, and experiences also further my personal development.

## WORK EXPERIENCE

### **PT Efficient English Services (Wall Street English) – Jakarta**

Deputy IT Manager                      September 2011 – February 2017

#### *Duties*

- Responsible to back up IT Manager, in control and command.
- Responsible for overall data security and database integrity.
- Responsible to deliver daily sales leads from company landing page system to Telemarketing Team.
- Creating Projects to make company operation running well, smooth and no constrains.
- Scheduling and managing IT resources (3 staffs) to support daily operation.
- Providing information regarding leads/prospects and contracts to management and marketing.
- Building staff development to work better in synchronizing with other dept.
- Developing new effective economic system for company staff.
- Reviewing purchase orders and purchase requirements.
- Negotiating with suppliers and principals to achieve financial efficiency.
- Monitoring ITIL Implementation with Pearson ServiceNow.
- Working together with other dept to launch products.
- Delivering project result on time.
- Motivating and providing strong leadership to all depts.

## PERSONAL DETAILS

*Andreas Jiman*

*Jl. Kelurahan Buaran Ampera  
Kodiklat TNI – Serpong 15310*

*M1 : +62-(0)897 930 2800*

*M2 : +62-(0)856 829 2800*

*E : andreas.jiman@gmail.com*

*DOB : 28/02/1972*

*Driving License : Yes*

*Nationality : Indonesian*

### **PT Mega Guna Ganda Semesta – Jakarta**

IT Consultant                              March 2004 – September 2009

#### *Duties*

- Responsible to persuade client to make decision on purchasing.
- Reporting directly to President Director.
- Designing IT solution and testing for clients.
- Developing comprehensive relationship with clients for the company.
- Scheduling and reviewing implementation schedule.
- Negotiating with suppliers and principals to achieve financial efficiency.
- Delivering client internal information to the strategic team.

- Maintaining documentation about client correspondency to track any opportunity.
- Representing company in front of client in contract signing.
- Researching information and technology required by clients and company.

## AREAS OF EXPERTISE

*Project Management*  
*Integration*  
*Application Development*  
*Project Management and Delivery*  
*Business Analysis*  
*IT Management*  
*Resource Vendor Management*  
*Asset Management*  
*Change Management*  
*Financial Control*  
*Taxation*  
*Business Planning and Budgeting*  
*Business Development*  
*International Business*  
*Risk Assessment*  
*Risk Management*  
*Strategic Planning*  
*Performance Management*  
*Procurement*  
*Crisis Management*  
*HR Management (Dev & Recruit)*  
*Market Awareness*  
*Business Process Improvement*  
*TQM*  
*Sales and Marketing*  
*Product Costing*  
*Internal Auditing*  
*Corporate Legal and Tax Law*

## PROFESSIONAL

*Project Management Methodology*  
*ITIL*  
*English Speaker*  
*German Speaker*  
*ISO 9001-2001*  
*Programming Skills*

### **PT Penta Solusi Inoteknologi – Jakarta**

Technical Director February 2003 – February 2004

#### *Duties*

- Responsible directly to shareholders.
- Reporting to President Director.
- Responsible to development software products.
- Responsible to all operation systems, include accounting system.
- Managing Pre-Sales and Technical Implementation Team of 3 (three) staff.
- Creating, designing, implementing IT Solution for clients.
- Developing staff's soft and hard skills.
- Responsible for authorization of software and hardware purchase.

### **PT Neosys Nusadata – Jakarta**

Project Manager  
System Auditor 2003 – 2015

#### *Duties*

- Working together with Project Owner (friend).
- Responsible to develop comprehensive effective efficient IT solution.
- Creating and Designing System architecture based on client's requirements and needs.
- Reporting directly to Project Owner / Company shareholder.
- Responsible to assess suitable project team for the right project.
- Managing an implementation team of 4 (four) men.
- Taking outstanding difficult job on every project over.
- Auditing system environment and architecture.
- Assessing project delivery.
- Managing schedule and implementation based on the real condition and environment.
- Creating Project Progress Report.

### **PT Sugih Sampolino – Jakarta**

Project Manager  
System Auditor 2012 – Present

#### *Duties*

- Working together with Project Owner (friend).
- Responsible to develop comprehensive effective efficient IT solution.
- Creating and Designing System architecture based on client's requirements and needs.
- Reporting directly to Project Owner / Company shareholder.
- Responsible to assess suitable project team for the right project.
- Managing an implementation team of 4 (four) men.
- Taking outstanding difficult job on every project over.
- Auditing system environment and architecture.
- Assessing project delivery and creating Project Progress Report.
- Managing schedule and implementation based on the real condition and environment.

## *PERSONAL SKILLS*

*High energy*  
*Strong Leadership*  
*Team Builder*  
*Organizing*  
*Decision making*  
*Delegating*  
*People Skills*  
*Planning strategically*  
*String customer focus*  
*Able to identify critical issues*  
*Interpersonal Skills*  
*Negotiation Skills*

## *HARDWARE KNOWLEDGE*

*DELL Servers*  
*HP Servers*  
*IBM Server*  
*Linux and Unix Servers*  
*Mobile Device*  
*SAN / NAS*  
*Switch / Router / Firewall*  
*Thin Client*  
*Printer / Scanner*

## *SOFTWARE KNOWLEDGE*

*MS Windows OS*  
*Linux OS*  
*Unix OS*  
*Browsers / Plugins*  
*Compiler*  
*Interpreter*  
*Virtual Machine*  
*Antivirus / Adware*  
*TeamViewer / VNC*  
*MS Office*

## **PT Groesser DotCom – Jakarta**

Sales and Marketing Director  
Technology Director  
Project Manager 2001 – 2003

### *Duties*

- Reporting directly to shareholders.
- Building relationship with Principals.
- Creating leads and opportunities for getting sales revenue.
- Managing sales team of 3 (three) staff.
- Managing company operation.
- Delegating daily operation to Finance and Admin Team.
- Reviewing weekly and monthly sales report and operation expenses.
- Developing strong programming skill for IT staff.
- Developing mutual relationship with education institutions, like Binus University, University of Indonesia, Pelita Harapan University.
- Managing projects directly.
- Coaching Sales Team.

## **PT Tata Bisnis Solusi – Jakarta**

Sales Manager February 2000 – February 2001

### *Duties*

- Reporting directly to Managing Director.
- Managing sales team of 6 (six) men.
- Creating weekly sales report based on available opportunities.
- Developing business plan based on opportunities existing.
- Managing projects directly in collaborating with PSG Manager.
- Coaching Sales Team.
- Building relationship with clients and new prospects.
- Authorizing sales operation expenses.
- Defining sales target, sales rewards, sales bonus.
- Reviewing sales team performance.
- Defining Key Performance Indicator for sales team.
- Performing customer visit to maintain relationship and increase sales.
- Handling weekly and monthly sales meeting to discuss about opportunity progress.
- Capturing customer solution need, and designing the solution model.

## **KEY SKILLS AND COMPETENCIES**

- Decisive and forward thinking, with strong vision and strategic capability.
- Ability to build network and liaise with clients at every level.
- Experience of Implementing IT Projects in many institutions, private sector and public sector.
- Motivational and credible with highly effective interpersonal skills.
- Operationally strong, financially aware, and commercially astute.
- Experience with Negotiation, ITIL, RDBMS
- Having strong time management, confidentiality and communication skills.
- Proven ability to manage through others.
- Strong decision making, evaluating and problem solving skills.
- Able to prioritize tasks and workloads on order of importance
- Able to maintain close relationships with external bodies, suppliers, clients

**TRAVELLING :**

*Domestic and Abroad*

- and principals.
- Always deliver impressive results and commitment.
- Customer focus.
- Creating sufficient IT solution.
- High level Presentation skill.

**PERSONALITY**

*Honest  
Achievement and result oriented  
Well Organized  
Fast Learner  
Carefree  
Appreciate the time  
Technology minded  
Spontaneous  
Hardworking  
Reliable  
Responsible  
Dedicated  
Thinker*

**ACADEMIC QUALIFICATIONS**

Bachelor Degree <i>Mercu Buana University</i>	Finance & Accounting 2011-2016
Brevet A and B (Tax Course) <i>Yayasan Akuntansi Indonesia</i>	2011
Negotiation Skill Course 2001	
Interpersonal Communication Skill Course 2001	
Master Degree (Dipl.-Ing.) <i>RWTH Aachen – Germany</i>	Informatik 1996 – 2000
Master Degree (Dipl.-Ing.) <i>RWTH Aachen – Germany</i>	Aerospace Eng. 1995 – 1999

*Marital Status : Married*

**LAST SALARY PACKAGE**  
*Gross Salary Rp. 25.000.000  
Full Health Insurance Coverage (Dental and Spectacles)  
Allowance, BPJS, Pension*

**Tax Registration Number :**  
*18.685.954.2-000*

**EXPECTED WORKING HOURS**  
*Full Time and overtime will be no problem*

All Information above is true.