

BERMAN PAWASUB SIREGAR

Personal

Place/Date of Birth : Medan, Feb 08th 1977
Religion : Moslem
Sex : Male
Nationality : Indonesia
Marital Status : Married
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Job Experiences

February 2022 – Now PT. Enant Tech Investment, Chines Technology of data centre product and service, Chinese Owned under Enantech China. **Business Development Manager**

- Report to Marketing Director
- New Customer target USD 12.000.000 for client Artajasa, Syncxro, Icon+ Area 31
Latest status (trial period passthrough and come to Negotiation Price)
- Continuing on going Customer target USD 30.000.000 for Telkom Data Centre Batam and MNC Lido Data Centre smart city project
Latest status (due to the huge amount of project, now proposing budget to china)
- Sales Plan & Product Training
- Coordinating Engineer Team
- Coordinating Marketing Team
- Maintain Relationship with All technology based company in Indonesia.
- Developing and monitoring New technology business Prospect.
- Together with Marketing Director and Owners analyze the Potential new business field target
- Cordination with the China Fabric and Principal in terms of price and technical spec
- Price negotiation and contractual Process client.

August 2017- January 2022 PT Dhost Telekomunikasi Nusantara, Japanese owned, IBC Multioperator Investment Provider, **Sitac and Asset Novation Manager**

- Report to CEO and Owner
- Manage Contract and Relationship with Building Management and monitoring the Building Source in Indonesia
- Sales Plan & Product Training
- Coordinating Engineer Team
- Coordinating Marketing Team
- Maintain Relationship with All Telecommunication Operators in Indonesia.
- Developing and monitoring New Operator Business Prospect.
- Developing and monitoring New Building Prospet
Responsible for Sales target on the Multioperator Inbuilding Coverage project with Acquisition target US\$ 10.000.000 yearly
- Handling Contract, BM contract, Operator contract and Service Level Agreement.
- Building search for next IBC Investment.
- Work Side By Side with operators to find a good and potential building
- Together with CEO and Owners analyze the Potential building target
- Create a sell price on the investment after installation has done.

- Price negotiation and contractual Process with operator and Building Management , Handling Solutions to manage the revenue and cost for Investment of company in 600 Sites with Total Value of investment US\$ 20.000.000

March 2012- October 2017 PT Infrasia Investama, IBC Multioperator Investment Provider,
Senior Sales Manager and Business Development

- Report to CEO and Owner
- Manage Sales Division
- Manage Contract and Relationship with Building Management and monitoring the Building Source in Indonesia
- Sales Recruitment with 2 Sales person/Account manager
- Sales Plan & Product Training
- Coordinating Engineer Team
- Coordinating Marketing Team
- Maintain Relationship with All Telecommunication Operators in Indonesia.
- Developing and monitoring New Operator Business Prospect.
- Developing and monitoring New Building Prospect
- Responsible for Sales target on the Multioperator Inbuilding Coverage project with sales target US\$ 2.000.000 yearly
- Handling Contract and Service Level Agreement.
- Building search for next IBC Investment.
- Work Side By Side with operators to find a good and potential building
- Together with CEO and Owners analyze the Potential building target
- Create a sell price on the investment after installation has done.
- Price negotiation and contractual Process with operator and Building Management , Handling Solutions to manage the revenue and cost for Investment of company in 9 Sites with Total Value of investment US\$ 3.000.000

July 2013- August 2015 PT Infra SBO Surabaya, IBC Multioperator Investment Provider,
(Marketing Manager)

- Work side by side with another owner to find a cost effective investment

Achievement

- National Hospital Surabaya with 4 operators Tsel, XL, Isat, HCPT Joint (total contract Value for 4 operators US\$ 250.000 in 5 years Contract
- Bangkalan Mall Madura with 4 operators Tsel, XL, Isat, HCPT Joint (total contract Value for 4 operators US\$ 272.000 in 5 years Contract
- Acquiring New site Bigmall Samarinda with 450 antenna number/Investment cost estimation US\$ 350.000 and potential contract Value to 4 operators is US\$ 1.500.000. Due to the limitation of budget, We sold the BM contract to PT. Mac Saranadjaya
- Supply Material to PT. Anugerah Berkah Langgeng with value US\$. 65.000

October 2009-January 2014 GRENTech Solutions telecommunication , **Sales Manager**

- Finding, analyzing and follow up the customer potentiality. Reporting directly to Director regarding the Trend and prospect of telecommunication product solution in Indonesia.
- Maintain relationship with the customer. Performing Proposal regarding solutions, create quotation with price and best term of payment until contract created.
- Monitoring project performance and become the first line representing company for complain from customer and find a good solution regarding the complain together with project team and technical team

Agustus 2008 – September 2010 PT. Menara Batam, **Marketing And Commercial Manager**
 IBC Telecommunication Infrastructure Provider In Indonesia.

- Reporting Directly to Director
- Maintain Relationship with All Telecommunication Operators in Indonesia.
- Responsible for Sales target on the Multioperator Inbuilding Coverage project.
- Handling Contract and Service Level Agreement to Building Management and to operators Negotiation and Finishing
- Building Sourcing for IBC Investment.

- Create a sell price on the installation.

Sept. 2006 – July 2008. PT. Adicipta Mediakom, **Project Manager**

- Handling Project Management From installation to ATP Multioperator
- Make Sure that all the projects meet the time line KPI and Technical KPI from each operator
 - Make Sure that the RF Design are meet the Operators KPI
- Maintain Team and Operators PIC Technical
- Responsible for Procurement Process
- Develop and manage cross-departmental project teams
- Write business requirements and project proposals
- Work with other team members to translate business requirements into scope
- Develop and manage project plans and delivery dates for projects
- Ensure that the program scope and measurable success criteria have been defined
- Manage and execute budgets for projects
- Liaison with technical/development staff to manage deliverables for the program
- Manage on-going issue tracking and resolution
- Provide on-going client communications through status meeting and other methods as appropriate
- Ensure consistent project management processes are followed
- Perform postmortem to wrap up projects and take away lessons learned

Sept 2005 – Sept 2006. **Sitaq Officer and Business Development** in PT Indo ENC

Manage the time line from site awarded

- Site Survey
- Dealing Agreement
- Site Working Permit
- Looking for new site from the target has given from the company
- Handling the project folder for internal purposes
- Find a New Prospect Customer
- Project Costing
- Target for New Contract 1 Per 3 months
- Target Business Development Team Yearly US\$ 650.000

Mei 2004 – August 2005. Adamas Jewellers as a **Sales Account**

- Sales Target Individual US\$ 50.000 Monthly
- Sales Target Global US\$ 200.000 Monthly
- Reporting directly to the Store Manager
- Maintaining Customer satisfaction and After sales satisfaction
- Maintaining Stock Movement

2003 – April 2004 PT. Astra International Tbk, Isuzu Medan Branch as a **Parts Coordinator**

- Reporting directly to the Regional Service Manager
- Develop part shop in North Sumatra Area
 - Become a decision maker for availability stock Parts in North Sumatra Area
 - Analyzing stock movement
- Sales Target
- Maintaining stock movement
- Maintaining Inventory turn over
- Maintaining Stock Balance
- Maintaining Warehouse
- Supervising all activities in Parts Department

2001 – September 2003 PT. Astra International Tbk. Isuzu Medan Branch as a **Parts Administrator**

- Reporting Directly to the Parts Coordinator

- Responsibility on Account Receivable Parts
- Responsibility on Account Payable Parts
- Purchasing
- Create Invoice

1999 – February 2001 Lembaga Pendidikan Diploma 1 Komputer Medicom as a **Teacher**

- Motivating the students to make them get interest and familiar with computer science
- Teaching the students about computer application and computer programs
- Reporting directly to the principal about the improvement of all students

Education

1996 – 2000 Secretary and Management Business University of Lancang Kuning Medan S1 Degree Majoring Management

Non Formal Education English Course Oxford – Medan 1994-1997 Marketing Communication Training - John Robert Powers – Jakarta 2004