




I.M. SOEKARNO

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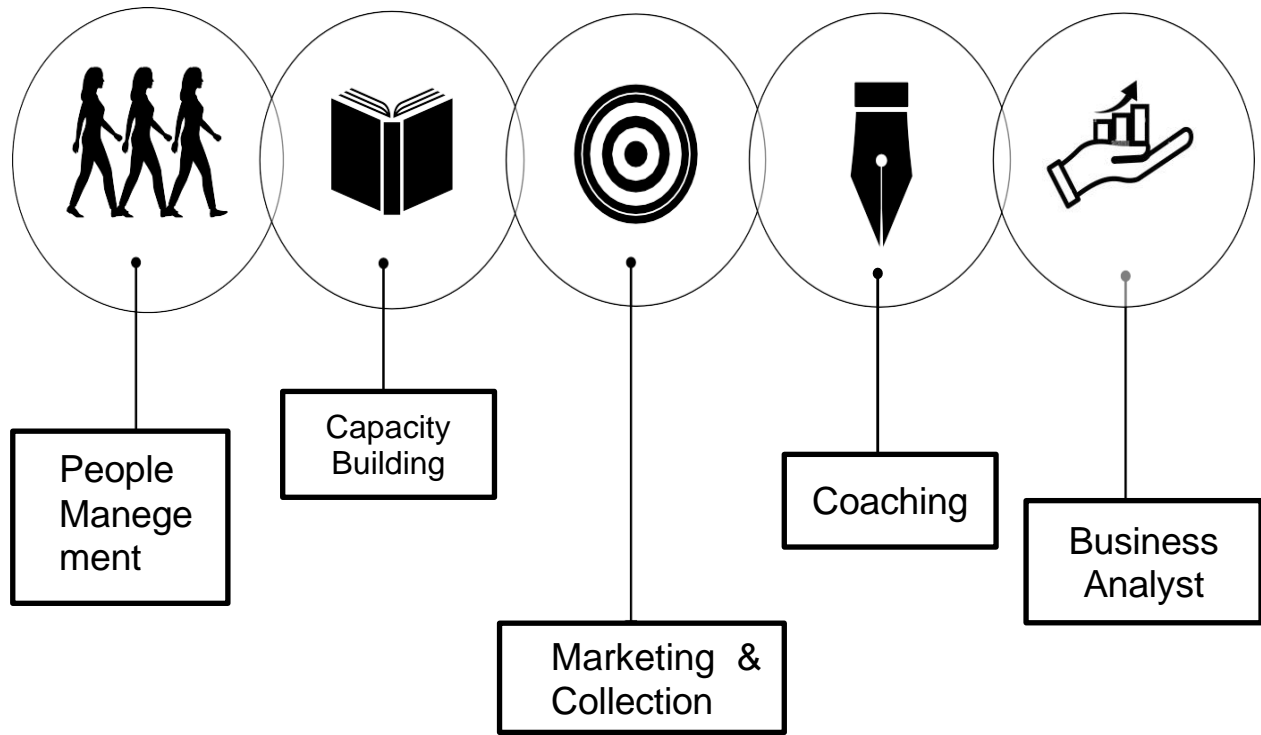
PROFILE

Includer: Welcomes others and ensures no one feels left out.
Relator: Values deep relationships and teamwork toward shared goals.
Strategic: Quickly spots patterns and finds the best path forward.
Competition: Driven to win and motivated by comparing performance.
Positivity: Brings energy and enthusiasm that lifts others.
Tested by Gallup Strength Finder 2022

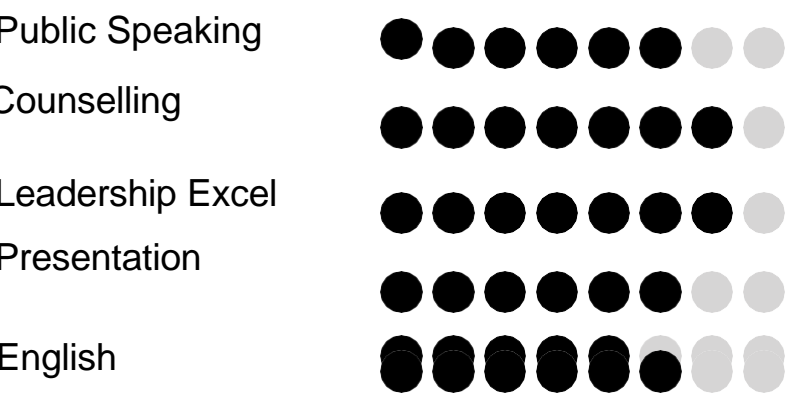
EDUCATION

Universitas Sebelas Maret
Economic Faculty, 1997 -2001
SMAN 82 Jakarta 1994 -1997



STRENGTHS



ADDITIONAL SKILLS




ORGANISATIONAL EXPERIENCE

-  **SMAN 82 JAKARTA, 1995-1996**
Student Council President
-  **BEM UNS, 2000**
Student Government President

AWARDS

-  **PT. AAMAN Sejahtera Indonesia - 2022**
Best CTX region
Most Competitive Region
-  **BTPN Syariah - 2013 -2019**
2019 Merit Award - International Travel Grant 2016
National Best Business Coach
2014 National Best Business Coach
2013 National Novice Best Business Coach
-  **Bank BTPN - 2010**
Diamond Leader


WORK EXPERIENCES

 *Start-up based micro lending finance aim to empower micro business led by women throughout Indonesia.*
July 2024 – Present (Regional Head)

- Lead 19 Team Leaders across Lampung and South Sumatra
- Manage customer collections for delinquent and non-performing accounts across the Sumatra region
- Achieve collection targets from customers and ensure the team meets both personal aspiration targets and management-set goals
- Assist customers in settling their financing obligations

July 2020 - June 2024 (Customer Engagement Head)

- Lead10 Senior Business Leaders in two regions; South Sumatra and Lampung.
- Lead 31 Business Leaders in Lampung and 29 Business Leader in South Sumatra
- Best Distribution Region by Quality-2022
- Drive the region to win 267 out of 280 Mobile phone in a nationwide competition

 *Micro-Lending Bank Focused on empowering pre- prosperity women and mothers to improve their financial status for better lives.*
April – July 2020 Business Coach (Sumatra Areas)


- Coached 6 Business Manager Coordinators and 61 Business Managers across 5 provinces in Sumatera.

Jan 2019 – March 2020 Business Coach (Sumatera)

- Managed 7 regional areas with satisfying credit results.
- Coached 3 Business Manager Coordinators and 30 Business Managers.
- Led a team of 100 staff from 6 areas to win the Best Staff Award out of 1006 nationwide, earning overseas travel grants.
- Achieved 100% in audit rates, team engagement, and manager performance.

2012-2019 Business Coach; West Java

- Focused on optimizing micro-lending and boosting team engagement. Coached 18 Business Managers for 167 Mobile Marketing Syariah (MMS) 4 MMS ranked in the top 32 out of 1850 nationwide, winning an overseas travel grant (2017). Awarded National Best Region (2016). Business Coach; North Sumatera & East Java




 *Financing Bank*
2011-2012 Regional Sales Manager, BTPN MUR, Solo 2009 -2010 Branch Manager, Sumatera Selatan Branch Focused on business achievement, audit rates, team engagement, and customer loyalty.

National Bank
Sept 2008 - July 2009 Credit Analyst
Mapped stakeholders and approved credit card requests.

State Owned Bank
2007-2008 Marketing Team Leader; Credit Card Specialist 2005-2006 Card Processing

 *A Bank*
2002-2004 New Account Credit Risk

HOBBIES AND INTERESTS

-  Fishing
-  Philosophy
-  Reading