



# OSCAR SITOMPUL

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## SUMMARY

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Results-oriented executive with over 20 years of experience in project management, sales, and business development. Proven track record in driving business growth, managing teams, and executing operational strategies across multiple industries. Adept at building long-term client relationships, leading cross-functional teams, and overseeing company operations with a focus on sustainable growth.

## WORK EXPERIENCE

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**Chief Operating Officer, PT. Trees Prima Rekacipta** **Jan 2021 - Present**

- Spearheaded the development of new business initiatives, increasing annual revenue by 30%.
- Optimized company operations, reducing operational costs by 15% through process automation and efficient resource allocation.
- Expanded the company's client portfolio by 25% within the first year, leading efforts in brand repositioning and customer engagement.

**Marketing Director, PT. Rekayasa Prima Mandiri** **Feb 2016 - Dec 2020**

- Spearheaded the implementation of FTTH, site acquisition, marketing strategies, positioning the company as a competent sub-contractor in the fiber optic broadband company.
- Led cross-functional teams in executing technology-driven marketing campaigns that boosted customer acquisition by 25%
- Collaborate with product development teams to improve FTTH offerings based on market feedback and competitive analysis, contributing to a 20% increase in market demand.

**Marketing Director, PT. Sari Graha Mulya** **Mar 2014 - Jan 2016**

- Led strategic initiatives to enhance corporate governance and investor relations, government, and cellular operator contributing to long-term business stability.
- Collaborated with senior leadership to guide the company's growth strategy, overseeing the management of assets valued at IDR 15 Billions.

**Marketing Manager, PT. Media Indo Bersama** **Jan 2010 - Feb 2014**

- Directed the marketing efforts for FTTH services and Triple Play services (telephone, internet, IPTV in high rise building), resulting in a 20% growth in subscriber base.
- Coordinated the deployment of innovative technology solutions to support marketing operations, including CRM systems and analytics tools.
- Implemented customer-centric approaches that led to a 10% improvement in customer satisfaction scores.

**IT Teacher, Permai Plus School** **Jul 2007 - Dec 2009**

- Designed and delivered IT curriculum for primary/elementary school students, increasing overall student performance by 15%.
- Utilized interactive teaching methods to engage students, earning a 90% satisfaction rate from students and parents.

EDUCATION

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Bachelor of Information System

Gunadarma University

- Major in Management Information System

1994 - 1998

ADDITIONAL INFORMATION

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- **Technical Skills:** Strategic Business Development, Sales Leadership & Team Management, Branding & Identity, Market Intelligence & Competitive Analysis, Customer Relationship Management, Project Management, Revenue Growth & Profitability Optimization, and Photography.
- **Languages:** English (Fluent), Indonesian (Native)