

# Dr. Elkana Timotius, S.T., M.M., M.T., CPM(Asia), Dip.RetMgt, IPU

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*"My professional experience supports my academic profession in the field of business, entrepreneurship, and innovation management. I am passionate for doing qualitative researches which related to business development by applying the practical-based theory."*

## PERSONAL INFORMATION



Full Name : Elkana Timotius

Date of Birth : Bojonegoro, August 5<sup>th</sup>, 1976

Nationality : Indonesian

Religion : Christian

Sex : Male

Marital Status: Married (July 7<sup>th</sup>, 2007)

Language : Indonesia (Native), English (Fluent), Mandarin (Fair/Basic)

Address : Jl. Sunter Hijau IV, Blok E4, no. 23, Jakarta Utara 14350, Indonesia

Competencies: Entrepreneurship, Industrial Feasibility Study, Retail Business, Strategic Marketing, Consumer Behavior, Brand and Pricing Policy, Innovation and Technology Management, Organization Development, and other related subjects.

## EDUCATIONAL BACKGROUND



**Universitas Negeri Jakarta (UNJ)**, Jakarta, Indonesia / 2015-2018

[www.unj.ac.id](http://www.unj.ac.id)

**Doctor of Management Science in Human Resources Management** with the citation of cumlaude (GPA 3.91 of 4.00 / 42 credits)  
Dissertation: "Intrapreneurial Mindset of Retail Store Leaders: A Grounded Theory", supervised by Prof. Dr. Hamidah, SE, M.Si and Prof. Dr. Wibowo, SE, M.Phil. The manuscript was presented in International Conference on Human Resources, Business Innovation, and Technopreneurship in Bali, Feb 23<sup>rd</sup> 2018 and published on "International Journal of Entrepreneurship", Volume 22, Issue 3, 2018 (Scopus-indexed Journal, Q2, H-index 9)



**Universitas Pelita Harapan (UPH)**, Jakarta, Indonesia / 2001-2003

[www.uph.edu](http://www.uph.edu)

**Master of Industrial Engineering in Technology Management** with the citation of cumlaude (GPA 4.00 of 4.00 / 40 credits)  
Thesis: "Designing the Supplier Selection System based on Multiple-Criteria Competencies", supervised by Prof. Dr. rer. nat. Muljono and Prof. Drs. Ir. Sani Susanto, M.Sc, Ph.D.



**Sekolah Tinggi Manajemen IMNI**, Jakarta, Indonesia / 2000-2002

**Master of Management in Finance Management** with the citation of very excellent (GPA 3.56 of 4.00 / 48 credits)

Thesis: "Effectiveness of Hedging as Price Uncertainty Controller", supervised by Dr. Samuel Dossugi, MA.



**Institut Teknologi Nasional (Itenas)**, Bandung, Indonesia / 1994-1998

[www.itenas.ac.id](http://www.itenas.ac.id)

**Bachelor of Industrial Engineering** with the citation of excellent (GPA 3.23 of 4.00 / 144 credits)

Final Project: "Optimizing the Single Machine Production Schedule through the Branch-And-Bound Multiple-Criteria Algorithm by Heuristic Method", supervised by Dr. Ir. Kusmaningrum, MT and Ir. Abu Bakar, MM.

## PROFESSIONAL CERTIFICATION & CLASSIFICATION



**Asia Marketing Federation (AMF)**, Singapore / 2013

[www.asiamarketingfederation.org](http://www.asiamarketingfederation.org)

**Certified Professional Marketer for Asia Region, CPM (Asia), Certification No. 01039.**

Specialization: Asia Business, Asia Marketing Management, Marketing Communication, Marketing Strategy, and Marketing Research.



**Stonebridge Associated Colleges**, United Kingdom / 2013-2016

[www.stonebridge.uk.com](http://www.stonebridge.uk.com)

**Diploma in Retail Management, Distance Learning Program.**



**Persatuan Insinyur Indonesia (PII) - The Institution of Engineers**, Indonesia / 2020-2025

[www.pii.or.id](http://www.pii.or.id)

**Insinyur Profesional Utama (IPU) - Executive Professional Engineer, Industrial Engineering, Certification No. 3-07-00-000147-00.**

**ACADEMIC EXPERIENCES****Universitas Kristen KRIDA WACANA (Ukrida)**, Jakarta, Indonesia / Aug 2003-present[www.ukrida.ac.id](http://www.ukrida.ac.id)

Position : Lecturer in Industrial Engineering Department

Status : Assistant Professor (Lektor 200) as of February 1<sup>st</sup>, 2021

Subjects : Research Methodology, E-Business and Digital Marketing, Technopreneurship, Industrial Feasibility Study, Technology Management, Project Management, Leadership, and Career Preparation.

**PRESIDENT University**, Cikarang, Indonesia / May 2010-present[www.president.ac.id](http://www.president.ac.id)

Position : Lecturer in School of Business (Majoring of Retail Management)

Subjects : Merchandising Management, Principles of Retailing, Strategic Retail Operation, Retail Marketing Strategy.

**BUNDA MULIA University**, Jakarta, Indonesia / August 2019-present[www.ubm.ac.id](http://www.ubm.ac.id)

Position : Lecturer in Management Department

Subjects : Retail Marketing, Cross Cultural Management, Innovation and Technology Management, Leadership, Organizational Behavior, The Art of Retail Business, Service Marketing Management, Conflict Management, Business Communication and Negotiation, Human Resources Management, and International Human Resources Management.

**RAFFLES College**, Jakarta, Indonesia / May 2017-present[www.raffles-college.org](http://www.raffles-college.org)

Position : Local Tutor for Class of Bachelor of Commerce (University of Wollongong, Australia) and Bachelor of Business Administration (University of Hertfordshire, United Kingdom)

Subjects : Responsible Leadership, Principles of Responsible Business, Leadership and Organizations, and International Human Resource Management.

**POLYGON School of Bicycle**, Jakarta, Indonesia / March 2006-present[www.polygonbikes.com](http://www.polygonbikes.com)

Position : Instructor for Internal Development Program

Subjects : Retail Management, English for Retailing, Leadership, Achievement Motivation Training, Salesmanship, etc.

**GICI Business School**, Jakarta, Indonesia / January 2005-August 2009[www.gicibusinessschool.ac.id](http://www.gicibusinessschool.ac.id)

Position : Lecturer in Bachelor of Business Management Program

Subjects : Purchasing and Budgeting Management, Strategic Management and Research Methodology.

**MBT Consultant**, Bandung & Jakarta, Indonesia / March 2002-present[www.mbt-kons.co.id](http://www.mbt-kons.co.id)

Position : Management Consultant / Training Facilitator

Topics : Total Quality Management, Operation Management, Material Management, Procurement Management, Purchasing Management, Logistic and Supply Chain Management, Warehouse Management, and Analytical Thinking.

**Basic Physic Laboratory at Itenas**, Bandung, Indonesia / August 1996-May 1998[www.itenas.ac.id](http://www.itenas.ac.id)

Position : Tutor

**PROFESSIONAL EXPERIENCES****CV. Roda Lintas Khatulistiwa**, Jakarta, Indonesia / April 2009-present[www.rodalink.com](http://www.rodalink.com)

Type of Business : Bicycle Modern Outlets as a Specialty Chainstore (National Company)

Number of Stores : 52 outlets in Indonesia, 5 outlets in Malaysia, and 2 outlets in Singapore (as of January 2022)

Position : General Manager Merchandising (2009-2013), General Manager Retail Business (2013-current)

Job Description : Responsible to establish programs/policies/procedure for effective and efficient retail business; planning and managing strategies with the objective of growing business volume; planning and implementing business strategies and activities consistent with overall aims of the organization.

**PT. Sepatu Bata, Tbk**, Jakarta, Indonesia / May 2007-April 2009[www.bata.co.id](http://www.bata.co.id)

Type of Business : Shoes Chainstore and Manufacturer (Public Listed Company/Foreign Investment Company)

Number of Stores : 495 Stores in Indonesia (as of April 2009)

Department : Shoe Line Building for Men's City Category

Position : Product Manager

Job Description : Responsible to control store's stock level, guarantee the right product remix in the sales outlet, formulate the seasonal sales policies, dealing with suppliers and negotiating for the best profitability of the company, analyze sales data and products' life-cycle, create the product collection, and be personally up-to-date with all fashion trends.

**PT. Matahari Putra Prima, Tbk**, Tangerang, Indonesia / June 2005-May 2007[www.matahari.co.id](http://www.matahari.co.id)

Type of Business : Fashion Modern Retailer as Department Store Format (Public Listed Company)

Number of Stores : 84 Stores in Indonesia (as of May 2007)

Department : Home &amp; Leisure World (Table Top, Kitchenware, and Electronic Appliances)

Position : Merchandise Manager

Job Description : Responsible to source and manage the right merchandise to support the achievement of targeted sales through a good vision in trend of lifestyle with a sharp sense of business and negotiation skill.

**PT. Ace Hardware Indonesia**, Jakarta, Indonesia / September 2003-May 2005[www.acehardware.co.id](http://www.acehardware.co.id)

\*) Since 2008, PT. Ace Hardware Indonesia has been being a public-listed company.

Type of Business : Do-It-Yourself Modern Retailer as Convenient Store Format (American Franchisee)  
 Number of Stores : 15 Stores in Indonesia (as of May 2005)  
 Department : Hardware  
 Position : Buyer  
 Job Description : Responsible to plan and implement the selection and development of assortments to ensure maximum sales, margin, stock turn-over, displaying, and to work closely with marketing to create the effective promotional program.

**PT. Makro Indonesia**, Jakarta, Indonesia / July 2001-August 2003[www.lottmart.co.id](http://www.lottmart.co.id)

\*) In 2010, PT. Makro Indonesia took over as PT. Lottemart Shopping Indonesia, the Korean Retailer

Type of Business : Cash & Carry Modern Retailer as Wholesale Format (Foreign Investment Company)  
 Number of Stores : 13 Stores in Indonesia (as of August 2003)  
 Department : Commercial Non-Food  
 Position : Assistant Merchandise Manager  
 Job Description : Responsible to achieve of annual sales and margin targets in non-food merchandise, management of category assortment, pricing strategy, promotional activity, shelf layouts, distribution/inventory management, development of commercial processes, supplier relationships, preparing business planning strategy include making customer need research and private label brands.

**PT. Interkemas Flexipack**, Tangerang, Indonesia / July 2000-July 2001[www.flexipack.co.id](http://www.flexipack.co.id)

\*) In 2005, PT. Interkemas Flexipack took over as PT. Alcan Packaging Indonesia, the Canadian Investment Manufacturer

Type of Business : Flexible Packaging Manufacturer (Foreign Investment Company)  
 Department : PPIC (Production Planning and Inventory Control)  
 Position : Senior Supervisor  
 Job Description : Responsible for making production planning to ensure the achievement of customers' needs, optimum capacity utilization, and to control inventories of all materials.

**PT. Polyfin Canggih**, Bandung, Indonesia / May 1998-July 2000[www.polyfincanggih.com](http://www.polyfincanggih.com)

Type of Business : Polyester Yarn Manufacturer (National Company)  
 Department : Controller  
 Position : Staff  
 Job Description : Responsible for ensuring all systems can run smoothly, create the efficient and effective production/service system, evaluate all systems in human resources, working time, production cost, material flow, plant lay-out, scheduling, inventory, working method, etc.

**AWARD / GRANT OBTAINED**

- **International Development Citra Award** awarded by Asean Programme Consultant for Indonesia Consortium (2003).
- **The Best Graduate at UPH** (2003).
- **The Best Graduate, The Youngest Graduate, and Graduated with shortest time study** awarded by Itenas (1998).
- **Dayang Sumbi Foundation Study Scholarship Scheme** (1996-1998).
- **Youth Department of GKKB Study Scholarship Scheme** (1994).

**PAPER PUBLICATION**

- **"Work from Home During Pandemic COVID-19: An Investigation Study on Managers in Indonesia"** (1<sup>st</sup> author & correspondence author). International Journal of Productivity and Quality Management (Scopus-indexed Journal, Q2, H-index 26), DOI: 10.1504/IJPM.2021.10040690 – *in press*
- **"Empirical Analysis on Determinant Factors in Building Innovation Capability of Public Officers in Indonesia"** (4<sup>th</sup> author). International Journal of Public Sector Performance Management (Scopus-indexed Journal, Q3, H-index 8) – *in press*
- **"Understanding Human-Computer Interaction Patterns: A Systematic Analysis of Past and Future Innovations"** (3<sup>rd</sup> author). Webology, Volume 18, Issue 2, 2021, pp. 261-272 (Scopus-indexed Journal, Q2, H-index 18). DOI: 10.14704/WEB/V18I2/WEB18320.
- **"Global Changing on Consumer Behavior to Retail Distribution due to Pandemic of COVID-19: A Systematic Review"** (1<sup>st</sup> author & correspondence author). Journal of Distribution Science, Volume 19, Issue 11, 2021, pp. 69-80 (Scopus-indexed Journal, Q3, H-index 10). DOI: 10.15722/jds.19.11.202111.69.
- **"The Role of Product Attributes and Celebrity Endorser against the Decision and Satisfaction for Vegetable Hydroponics during the Pandemic of COVID-19"** (2<sup>nd</sup> author). Annals of Biology, Volume 37, Issue 2, 2021, pp. 224-228 (Scopus-indexed Journal, Q4, H-index 7).
- **"What are the Factors that Encourage People to Keep Buying Newspaper in the Digital Age?"** (5<sup>th</sup> author). Proceedings of the 2<sup>nd</sup> Asia Pacific Conference on Industrial Engineering and Operations Management, Surakarta, 13-16 September 2021 (Scopus-indexed Proceeding).

- **"The Determinants of Capital Structure in Manufacturing Companies Listed on the Indonesia Stock Exchange"** (4<sup>th</sup> author). Proceedings of the 11<sup>th</sup> Annual International Conference on Industrial Engineering and Operations Management, Singapore, 7-11 March 2021, pp. 4712-4720 (Scopus-indexed Proceeding).
- **"Decision Support System with Multi Criteria Decision Making Technique"** (10<sup>th</sup> author). Virtual Conference on Engineering, Science and Technology (ViCEST), Kuala Lumpur, Malaysia, 12-13 August 2020. Journal of Physics: Conference Series, Number 1933, 2021 (Scopus-indexed Proceeding). DOI: 10.1088/1742-6596/1933/1/012017.
- **"Implementation of Data Mining with Apriori Techniques to Determine the Pattern of Purchasing of Agricultural Equipment: Case Study XYZ Store"** (5<sup>th</sup> author). Virtual Conference on Engineering, Science and Technology (ViCEST), Kuala Lumpur, Malaysia, 12-13 August 2020. Journal of Physics: Conference Series, Number 1933, 2021 (Scopus-indexed Proceeding). DOI: 10.1088/1742-6596/1933/1/012029.
- **"Kajian Fenomenologi Pemasaran Digital Agen Properti melalui medium Instagram"** (5<sup>th</sup> author). Jurnal Komunikasi Profesional, Volume 5, Issue 3, 2021, pp. 260-269 (Sinta 3-indexed Journal). DOI: 10.25139/jkp.v5i3.3804.
- **"The Implications of Digital Transformation on Developing Human Resources in Business Practice in Indonesia: Analysis of the Publication"** (3<sup>rd</sup> author). International Journal of Business, Economics, and Management, Volume 4, Issue 1, 2021, pp. 157-164. DOI: 10.31295/ijbem.v4n1.1425.
- **"The Role of Employee Performance in the Tourism Hospitality Industry in Indonesia"** (2<sup>nd</sup> author). Academy of Strategic Management Journal, Number 20, Issue 1, 2021, pp. 1-11 (Scopus-indexed Journal, Q2, H-index 16).
- **"Determinant Factors of the Performance of Higher Institutions in Indonesia"** (4<sup>th</sup> author). Journal of Asian Finance, Economics, and Business, Volume 8, Issue 2, 2021, pp. 667-673 (Scopus-indexed Journal, Q3, H-index 3). DOI: 10.13106/jafeb.2021.vol8.no2.0667
- **"The Influence of Leadership Styles on Employees' Job Satisfaction in Public Sector Organizations in Indonesia"** (4<sup>th</sup> author). Management Science Letters, Volume 11, Issue 4, 2021, pp. 1393-1398. DOI: 10.5267/j.msl.2020.10.035.
- **"Transformer Oil Performance Testing Using Correlation Coefficient Method"** (3<sup>rd</sup> author). International Journal of Advanced Research in Engineering and Technology, Volume 11, Issue 8, 2020, pp. 393-398. DOI: 10.34218/IJARET.11.8.2020.039
- **"Digital Entrepreneurship in a Family Business: Insight from Indonesia"** (1<sup>st</sup> author and correspondence author). International Journal of Management, Volume 11, Issue 8, 2020, pp. 518-524. DOI: 10.34218/IJM.11.8.2020.049
- **"Performance Evaluation Factors on Project-Based Organization: A Causal Study in Indonesia"** (4<sup>th</sup> author). Academy of Strategic Management Journal, Volume 19, Issue 2, 2020, pp. 1-11 (Scopus-indexed Journal, Q2, H-index 16).
- **"The Role of Organizational Culture and Transformational Leadership in Organizational Commitment"** (3<sup>rd</sup> author). Proceedings of the 1st International Conference of Science, Engineering and Technology (ICSET), November 23<sup>rd</sup> 2019, Jakarta, Indonesia. DOI: 10.4108/eai.23-11-2019.2301281.
- **"Intrapreneurial Mindset of Retail Store Leader: A Grounded Theory"** (1<sup>st</sup> author and correspondence author). International Journal of Entrepreneurship, Volume 22, Issue 3, 2018, pp. 1-16 (Scopus-indexed Journal, Q2, H-index 9).
- **"Feasibility Study of RFID Technology Application in Modern Retail Industries in Indonesia"** (2<sup>nd</sup> author). Presented in the National Conference on System Designing and Modelling, Master of Industrial Engineering Department, Universitas Katolik Parahyangan, Bandung, November 31<sup>st</sup>-December 1<sup>st</sup> 2011.
- **"Developing a Scheduling Multiple Criteria Model for Single Machine by Heuristic Method"** (1<sup>st</sup> author and correspondence author). Scientific Journal of Master of Industrial Engineering, Universitas Pelita Harapan, Volume 1, Issue 1, 2004.
- **"Designing the Framework of Measurement System for Multidimensional Performance in Modern Organisation"** (1<sup>st</sup> author and correspondence author). Presented in the 2<sup>nd</sup> National Industrial Engineering Conference 2003, Industrial Engineering Department, Universitas Surabaya, October 10<sup>th</sup> 2003.
- **"Successful Business Through Managing People: A Comparative Study How to Manage Business and People"** (1<sup>st</sup> author and correspondence author). Scientific Journal of Universitas Pelita Harapan, Volume 6, Issue 2, 2003.
- **"Designing Business-to-Business Application System for Supporting Supply Chain in Retail Industry"** (1<sup>st</sup> author and correspondence author). Presented in the National Conference on Production System VI, Laboratory of Production System, Industrial Engineering Department, Institut Teknologi Bandung, Yogyakarta, August 14<sup>th</sup>-15<sup>th</sup> 2003.
- **"Developing Supplier Selection Model by Considering Supplier Performance with Numerical Approach Method"** (1<sup>st</sup> author and correspondence author). Presented in the National Conference on Industrial Engineering and Production Management III, Industrial Engineering Department, Institut Teknologi Sepuluh Nopember, Surabaya, July 22<sup>nd</sup>-23<sup>rd</sup> 2003.
- **"Designing a Radio Communication Safety System by Developing of Frequency Hopping"** (2<sup>nd</sup> author). Presented in the National Conference on Design and Application of Technology, Faculty of Engineering, Universitas Katolik Widya Mandala, Surabaya, June 30<sup>th</sup> 2003.
- **"Empirical Study of Global Competition for Engineer in Managerial Level"** (1<sup>st</sup> author and correspondence author). Presented in the National Conference on Technology Higher Education, Faculty of Industrial Technology, Universitas Katolik Parahyangan, Bandung, May 28<sup>th</sup> 2003.

**MEDIA PUBLICATION**

- **“Working Culture from Home”**. Published in “Fajar” Daily Newspaper, September 17<sup>th</sup> 2020.
- **“The Future of Manufacturing Industry”**. Published in “Kontan” Daily Newspaper, September 7<sup>th</sup> 2020 (<https://analisis.kontan.co.id/news/masa-depan-industri-manufaktur>)
- **“Diderot Effect in New Normal Life”**. Published in “Fajar” Daily Newspaper, August 27<sup>th</sup> 2020.
- **“The Role of Family in New Normal Life”**. Published in “Kalteng Pos” Daily Newspaper, July 21<sup>st</sup> 2020.
- **“Unusual Management”**. Book review in “Kabar Madura” Daily Newspaper, July 6<sup>st</sup> 2020 (<https://kabarmadura.id/bukan-menejemen-biasa/>)
- **“Redesign the Retail Business Strategy: New Normal, New Opportunities”**. Published in “Kontan” Daily Newspaper, July 1<sup>st</sup> 2020 (<https://analisis.kontan.co.id/news/merancang-ulang-strategi-bisnis-ritel>)
- **“New Normal of Millennial Generation in Company”**. Published in “Medan Bisnis Daily” online media, June 27<sup>th</sup>, 2020 ([https://medanbisnisdaily.com/news/online/read/2020/06/27/111417/generasi\\_milenial\\_perusahaan\\_di\\_era\\_normal\\_baru/](https://medanbisnisdaily.com/news/online/read/2020/06/27/111417/generasi_milenial_perusahaan_di_era_normal_baru/))
- **“New Normal Cycling”**. Published in “Galamedia” online media, June 25<sup>th</sup>, 2020 (<https://galamedia.pikiran-rakyat.com/citizen-journalism/pr-35576826/kenormalan-baru-bersepeda-tetap-sehat-dan-beretika>)
- **“Leadership Succession in Family Business”**. Published in “Analisa” Daily Newspaper, June 5<sup>th</sup>, 2020.
- **“No Need to Satisfy Customer in 2020”**. Published in “Bisnis Indonesia” Daily Newspaper, December 30<sup>th</sup>, 2019.
- **“Stress Management at Workplace”**. Published in “Parakarta” Magazine, September 2019.
- **“Saving Energy”**. Published in “Koran Jakarta” Daily Newspaper, August 6<sup>th</sup>, 2019. (<http://www.koran-jakarta.com/perlu-penghematan-listrik/>)
- **“Retail Business Strategy After Lebaran and General Election”**. Published in “Bisnis Indonesia” Daily Newspaper, July 5<sup>th</sup>, 2019. (<https://koran.bisnis.com/read/20190705/251/1120165/bisnis-ritel-strategi-bisnis-ritel-usai-pemilu-lebaran>)
- **“The Corruptor Mindset”**. Published in “Pasundan Ekspres” Daily Newspaper, April 16<sup>th</sup>, 2019 (<https://pasundanekspres.co/2019/03/pola-pikir-koruptor/>)
- **“Writing a Scientific Article as a Process to Obtain the Dream”**. Online published in UNJKita.com, October 8<sup>th</sup>, 2018 (<https://unjkit.com/menulis-karya-ilmiah-sebagai-proses-meraih-cita-mewujudkan-impian/>)
- **“Publishing in Reputed International Journal: Challenge or Obstacle”**. Online published in UNJKita.com, September 1<sup>st</sup>, 2018 (<https://unjkit.com/publikasi-di-jurnal-internasional-bereputasi-tantangan-atau-rintangan/>)
- **“Intrapreneurial Mindset in Disruptive Era”**. Published in “Bisnis Indonesia” Daily Newspaper, August 15<sup>th</sup> 2018. (<https://koran.bisnis.com/read/20180815/251/828135/era-disrupsi-pola-pikir-kewirausahaan-korporasi-di-era-disruptif>)
- **“Tour Leader: The Servant Leader”**. Own published in “Kompasiana”, July 28<sup>th</sup>, 2018. (<https://www.kompasiana.com/elkana86394/5b51e0f85a676f1a0953e768/tour-leader-pemimpin-yang-melayani>)
- **“How One of Indonesia’s Biggest Bike Companies Successfully Integrates Online & Offline Marketing”**. Online published in “Forbes” Online Magazine, December 12<sup>th</sup>, 2016 (<https://www.forbes.com/sites/joescobedo/2016/12/12/how-one-of-indonesias-biggest-bike-companies-successfully-integrates-online-offline-marketing/#771c07566cff>)
- **“No Variety in Indonesia Education System”**. Published in “Pikiran Rakyat” Daily Newspaper, April 28<sup>th</sup>, 2000.
- **“Total Productive Maintenance in World Class Companies”**. Published in “Buletin Itenas” Campus Magazine, 1999.

**BOOK AUTHOR**

- **“Intrapreneurial Mindset: An Empowering Strategy for Employee in Business in Disruptive Era”**. CV. Budi Utama, Yogyakarta, January 2019. ISBN 978-623-209-157-3.
- **“Business Research Method: The Practical Guidance for Strategic Decisions”** (*in progress*).
- **“Technology-based Millennial Entrepreneurship: Challenges and Opportunities of a Business in New Normal”** (*in progress*).

**TRAINING / SEMINAR / WORKSHOP / MAIN COURSE**

- **Research in Retail Business and Strategy**, Universitas Ciputra, Surabaya, 2020.
- **Translating Scopus-Indexed Journal Articles**, LEAP, Yogyakarta, 2020.
- **Retail Analytics: Revealing the Hidden Shopping Behaviour**, Institut Teknologi Sepuluh November, Surabaya, 2020.
- **Research Opportunity in Retail Management**, Universitas Ciputra, Surabaya, 2020.
- **Quantitative Research using SPSS and SEM AMOS**, Lasharan Training Center, Surabaya, 2020.
- **Internet Marketing**, Pakar Academy, Jakarta, 2019.
- **Qualitative Research Methodology**, Universitas Airlangga, Surabaya, 2018.
- **International Journal Writing and Publishing**, Universitas Bakrie, Jakarta, 2018.
- **Writing and Publishing**, Universitas Hasanuddin, Makassar, 2017.
- **Research Methodology and Philosophy**, Universitas Gadjah Mada, Yogyakarta, 2017.

- **Advance Qualitative Research Method**, Universitas Gadjah Mada, Yogyakarta, 2017.
- **TOEFL Preparation**, Universitas Indonesia, Jakarta, 2017.
- **Coaching Leadership**, Universitas Bunda Mulia, Jakarta, 2016.
- **Strategic Planning to Prepare a Modern Retail Store**, Massindo Academy, Jakarta, 2016
- **Business Intelligence & Data Mining in Retail Business**, Kontan Academy, Jakarta, 2015.
- **Merchandising Principles**, Value Consulting, Jakarta, 2015.
- **First Aid Basic Training**, Indonesian Tour Leaders Association, Jakarta, 2015.
- **Excellent Management System: Managerial & Leadership Skill**, MarkShare, Jakarta, 2015.
- **Managing Auto-Pilot Business**, Gratyo Indonesia, Jakarta, 2014.
- **Creating Visual Merchandising & In Store Promotion Excellence**, Pinpoint Strategic, Jakarta 2013.
- **Writing Workshop**, Indonesiaku Menulis, Jakarta, 2013.
- **Basic Digital Camera & Understanding Landscape-People Photography**, Kemilau Nusantara, Jakarta, 2012.
- **Training for Trainer**, James Gwee's Grab Your Audience, Jakarta, 2012.
- **Image Editing with Adobe Photoshop**, Binus Centre, Jakarta, 2012.
- **The Sales Champion**, James Gwee's Academia, Jakarta, 2012.
- **User Engineering**, Universitas Katolik Parahyangan, Bandung, 2011.
- **Surfing on Future Indonesia Retail Industry**, Universitas Bunda Mulia, Jakarta, 2011.
- **Lean Six Sigma**, Arrow Consulting, Jakarta, 2011.
- **The Real Sales Selling Presentation**, Kontan, Jakarta, 2010.
- **Pre-Wedding Photo Workshop**, Komunitas Fotografi Kompas, Jakarta, 2010.
- **Service Excellence for A Changing**, Rodalink Indonesia, Jakarta, 2010.
- **Successful Retail Business**, G&P Consultant, Jakarta, 2009.
- **Retail Strategy and Trend in Indonesia**, Frontier, Jakarta, 2009.
- **Winning Merchandise Strategy**, Bata Shoe Organization, Singapore, 2008.
- **Winning the Retail Business**, Association of Matahari's Supplier Club, Jakarta, 2007.
- **Warehouse Management**, PPM School of Business, Jakarta, 2006.
- **Improve Work Culture through 5-R Concept**, PPM School of Business, Jakarta, 2006.
- **The 10 Uniqueness of Indonesian Customer Behaviors**, Frontier Consulting Group & Pass FM, Jakarta, 2006.
- **Explore Your Talent for Success**, Academia Training Centre, Jakarta, 2006.
- **Making Sense of Business**, Daya Dimensi Indonesia, Tangerang, 2006.
- **Anti Marketing**, Association of Matahari's Supplier Club, Jakarta, 2005.
- **Training for Merchandiser**, PT. Matahari Putra Prima, Tbk, Tangerang, 2005.
- **Negotiation Skill**, Multi Training Center, Tangerang, 2005.
- **Strengthening Personal Effectiveness**, Daya Dimensi Indonesia, Tangerang, 2005.
- **Purchasing Management**, PPM School of Business, Jakarta, 2005.
- **Pattern Making, Product Knowledge, and Fashion Design**, Esmod College, Jakarta, 2005.
- **ISO with 2000 version**, Total Business Excellent, Jakarta, 2003.
- **Business Presentation Skill**, English First, Jakarta, 2003.
- **IELTS Preparation**, The British Institute, Jakarta, 2003.
- **Harnessing the Power of e-Logistic and Supply Chain**, Singapore Institute of Material Management, 2002.
- **Dare to Succeed and Dare to Failed**, Kompas-Gramedia, Jakarta, 2003.
- **Business-to-Business Application System**, Magnus IT Consultant, Jakarta, 2002.
- **Team Building**, Makro Corporate University, Sukabumi, 2001.
- **Management & Economics**, Universitas Pelita Harapan, Jakarta, 2001.
- **Leadership and Creativity in Cyber Era**, Universitas Pelita Harapan, Tangerang, 2000.
- **Communication Skill and Group Cohesively**, PT. Interkemas Flexipack, Sukabumi, 2000.
- **Process Knowledge Training**, PT. Interkemas Flexipack, Tangerang, 2000.
- **International Business Seminar**, Jakarta Institute of Management Studies, Bandung, 1999.
- **Training for Trainer**, PT. Polyfin Canggih, Bandung, 1999.

## **PUBLIC SPEAKER / TRAINER / FACILITATOR / COACH**

- **"Entrepreneurship"**, facilitator in webinar, organized by SDM Cendikia (September 25<sup>th</sup>, 2021).
- **"Creativity and Innovation"**, facilitator in webinar, organized by Faculty of Engineering and Computer Science of Universitas Kristen Krida Wacana (July 30<sup>th</sup>, 2021).
- **"The Designing Market Research for Asian Customers"**, facilitator in webinar, organized by MarkPlus Institute (July 16<sup>th</sup>, 2021).
- **"Intrapreneurial Mindset: Managing People in Business"**, facilitator in webinar, organized by SDM Cendikia (September 26<sup>th</sup>, 2020).
- **"Entrepreneurship during Pandemic"**, facilitator in webinar, organized by Persatuan Karir Dosen Indonesia (August 4<sup>th</sup>, 2020).

- **“The Role of Industrial Engineer in Industrial 4.0”**, facilitator in webinar, organized by Industrial Engineering Department of Universitas Kristen Krida Wacana (May 23<sup>rd</sup>, 2020).
- **“Develop Business Creatively during Crisis Period”**, speaker in webinar, organized by Jakpreneur Duren Sawit and Department of Small Medium Enterprise East Jakarta (April 20<sup>th</sup>, 2020).
- **CPM Preparation Program**, facilitator for modul: Marketing Research (organized by Indonesia Marketing Association in April 6<sup>th</sup> 2019 and MarkPlus Institute in April 8<sup>th</sup> 2019, Oct 14<sup>th</sup> 2020, March 23<sup>rd</sup> 2021, Oct 14<sup>th</sup> 2021), Marketing Communication (organized by MarkPlus Institute in October 9<sup>th</sup> 2019).
- **Retail Business Coach** for Toserba Buana (2016, 2019).
- **“Seamless Retail Indonesia 2017”** in Jakarta / [www.terrapinn.com](http://www.terrapinn.com) (October 10-11<sup>th</sup>, 2017)
- **“Internet Retail Expo 2017”** in Jakarta / [www.internetretailexpo-asia.com](http://www.internetretailexpo-asia.com) (January 18-19<sup>th</sup>, 2017).
- **“Industrial Engineering Perspective in Retail Business”** public lecture in Universitas Bunda Mulia, Jakarta (October 24<sup>th</sup>, 2016).
- **“Retail Summit 2016”** organized by The Nielsen Company in Bandung, Semarang, Yogyakarta, Surabaya, Medan, and Palembang (2016).
- **“Retailer Gathering”** organized by Sampoerna Retail Community for Central Kalimantan Area in Palangkaraya (2016).
- **In-House Training Facilitator for some companies**, such as: PT. Astra Honda Motor, Tbk., PT. Pembangunan Jaya Ancol, Tbk., PT. PAM Lyonnaise Jaya (Palyja), PT. LG Electronics Indonesia, etc.

## ORGANIZATIONAL ACTIVITIES

- **Reviewer for International Journal of Human Capital**, Sinta-indexed Q3, 2021-present.
- **Reviewer for Journal of Distribution Science**, Scopus-indexed Q3, H-index 10, 2021-present.
- **Reviewer for Advances in Science, Technology and Engineering Systems Journal**, Reviewer Code: AJR08424, 2020-present.
- **Reviewer for Community Development Journal of Universitas Nahdlatul Ulama Surabaya**, 2020-present.
- **Reviewer for Studi Ilmu Manajemen dan Organisasi**, 2021-present.
- **The Institution of Engineers Indonesia - Persatuan Insinyur Indonesia (PII)**, Member ID. 0902-07-043089, Jakarta, 2020-present.
- **Indonesian Lecturers Associations - Asosiasi Dosen Indonesia (ADI)**, Member ID. 0114378, Jakarta, 2020-present.
- **Association of Doctor of Management Science at Universitas Negeri Jakarta - Ikatan Doktor Ilmu Manajemen Universitas Negeri Jakarta (IKADIM UNJ)**, Jakarta, 2019-present.
- **Indonesian Management Scientists Association - Asosiasi Ilmuwan Manajemen Indonesia (AIMI)**, Member ID. 2565, Malang, 2018-2022.
- **Indonesia Tour Leader’s Photography Community**, Jakarta, 2014-present.
- **Indonesia Tour Leader Association**, Member ID. 1012-0523, Jakarta, 2010-present.
- **Freelance Tour Leader** (destination to: Singapore, Malaysia, Thailand, Philippine, Vietnam, Hongkong, China, Macau, Japan, South Korea, Taiwan, Australia, New Zealand, United States of America, Canada, which organized by Bayu Buana, AntaVaya, Smailing Tour, Besta Tour, AyoWisata, Yeta Tour, Athalia Vacation), Jakarta, 2008-present.
- **Wedding Master of Ceremony**, d’F@ME Entertainment, Jakarta, 2007-present.
- **Outward Bound Corporate Instructor**, PT. Polyfin Canggih, Bandung, 1999-2000.
- **Chief of Public Affairs**, “Sekolah Kristen Kalam Kudus” Alumni Association, Bandung, 1997-2000.
- **Cycling Athlete**, “Djarum Sangkuriang” Cycling Club, Bandung, 1991-2000.
- **Sunday School Teacher**, “Gereja Kristen Kalam Kudus”, Bandung, 1995-1999.

## SKILLS

- Proficient with Programs under Windows likes Word, Excel, PowerPoint, Photoshop, Social Media, and other applications.

## PERSONAL

- Good health, no smoker, no drunker.
- Honest, energetic, optimistic, hardworking, creative, good interpersonal, have strong leadership skill, have a high attention to detail and high level of integrity, and an excellent communicator/motivator.
- Interest in sport, art, public speaking, teaching/coaching, and religious/social activities.

**REFEREES**

1. **HAMIDAH, SE (UGM), M.Si. (UI), Dr. (Unair), Prof. (UNJ)**  
*(Dissertation Supervisor for Doctor of Management Science Degree at Universitas Negeri Jakarta)*  
Professor in Management Science and Head of Doctor of Management Science Program.  
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2. **WIBOWO, SE (UGM), M.Phil. (Bradford), Dr. (UNJ), Prof. (Moestopo)**  
*(Dissertation Supervisor for Doctor of Management Science Degree at Universitas Negeri Jakarta)*  
Professor in Management Science and Former Dean of Faculty of Economics.  
Faculty of Economics, Universitas Prof. Dr. Moestopo (Beragama), Jl. Hanglekir I no. 8, Jakarta Pusat 10270, Indonesia.  
Phone: +62-21-7220269, 7252225 / Mobile: +62-8159130842 / Email: wibowo303@yahoo.co.id
3. **SANI SUSANTO, Drs. (Unpad), Ir. (ITB), M.Sc. (ITB), Ph.D. (Monash), Prof. (Unpar)**  
*(Thesis Supervisor for Master of Industrial Engineering Degree at Universitas Pelita Harapan)*  
Professor in Industrial Engineering and Former Vice Dean of Faculty of Industrial Technology.  
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4. **OKI SUNARDI, ST (Unpar), MM (Untar), Dr. (ITB)**  
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