

CURRICULUM VITAE



Eko Supriyatno SE, MM, BCP, BCMP

Career Summary

Last Company	Last Position	Employee Period
Global Leadership Center (Coaching Firm)	Associate Coach	2023 - Now
Great Coach Indonesia (Consulting Firm)	Business Development Director	2017 – Now
MSCO People Development (Training Firm)	Learning Partner	2023 - Now
WM Global People Development (Training Firm)	Learning Partner	2017 - Now
Markshare People Development (Training Firm)	Learning Partner	2017 - Now
Mandiri Consultant (Training Firm)	Learning Partner	2017 – Now
Sinergis Consultant (Training Firm)	Learning Partner	2017 – Now
Tempo Komunitas (Training Community)	Learning Partner	2010 - Now

Semarai Corporation (Holding Company)	CEO	2015 – 2017
Top Coach Indonesia (Coaching Firm)	Associate Coach	2014 - 2017
Terapi Bisnis Indonesia (Consulting Firm)	Director	2009 – 2015
LP31 Group (MTC)	Director	2007 – 2009
Prima Inti Solusindo (Consulting Firm)	Director	2004 – 2007
Magna Business Advisory (Consulting Firm)	Senior Business Consultant	2000 – 2004
Wicaksana Overseas International Tbk	Assist to GM (Business Manager)	1999 - 2000
Astra International Tbk	Junior Assistant Sales Manager	1998 - 1999

Job Description

Last Company	Last Position	Job Description
Great Coach Indonesia (Consulting Firm)	Business Development Director	• Increasing company growth together with the entire team • Collaborate with the company's business team to discuss various strategies in developing and implementing business strategies • Create budgets and resource requirements, including development and management of annual budgets • Increase leads with the right marketing strategy • Plan marketing campaigns and measure their effectiveness

Terapi Bisnis Indonesia	Director	• Supervise and control all performance marketing & sales team • Designing business concepts for clients • Providing management and business training according to client needs
Global Leadership Center (Coaching Firm)	Associate Coach	• Plan and evaluate marketing strategies and programs • Plan and evaluate Sales Programs • Measuring the conversion ratio of leads obtained by the company • evaluate the performance of marketing and sales teams • Carry out market penetration and market development strategies to grow the business • Designing business concepts for clients • Providing management and business training according to client needs

Compensation & Benefit

Current Compensation & Benefit	Expectation for base salary
Between Rp. 40 million - 100 million : • Rp. 40 million (Base Salary)/month • Rp. 60 million (Consultant, Coaching & Training fee)/month	Between Rp. 45 million - 100 million : • Rp. 45 million (Base Salary)/month • Rp. 55 million (Consultant, Coaching & Training fee)/month

Academic Qualifications

1998 – 1999

**PPM School of Management
Master of Management
(Majoring in Marketing)**

1991 - 1996

**Jayabaya University
Bachelor of Economic
(Majoring in Human Resource)**

Professional Qualifications

2023

**Business Coach & Mentor
Certification Program
from Global Leadership Center (GLC)**

2014

**Business Coach Certification
from Top Coach Indonesia (TCI)**

Management & Business Consultant

Company

Clients

Themes

Great Coach Indonesia
(Consulting Firm)

PT. Wadja Karya Dunia
(Steel Door Company)

Business Strategy with
BSC, KPI & Kamus
Kompetensi (2022-2024)

Great Coach Indonesia
(Consulting Firm)

Kemendikbudristek

Behavioural Event
Interview (2023)

Great Coach Indonesia (Consulting Firm)	Tonasa Lines (Shipping Company)	Business Strategy (2021 – 2022)
Great Coach Indonesia (Consulting Firm)	Meccadina (Skin Care)	Business Strategy (2021 – 2022)
Great Coach Indonesia (Consulting Firm)	Halal Network Indonesia (Herbal Company)	Reward Management System dan Key Performance Indicator (2020 – 2022)
Great Coach Indonesia (Consulting Firm)	GNA Property (Property)	Management Blueprint (2020 – 2022)
Great Coach Indonesia (Consulting Firm)	PT. Lestari Abadi Sejahtera (Shipping Company)	Management Blueprint (2019 – 2020)
Great Coach Indonesia (Consulting Firm)	Tzu Chi (Foundation)	Standard Operating Procedure (2019)
Great Coach Indonesia (Consulting Firm)	Sabana Fried Chicken (Fried Chicken)	Management Blueprint (2019 – 2020)
Great Coach Indonesia (Consulting Firm)	Sinar Bali Binakarya (General Contractor)	Management Blueprint (2017 – 2018)
Top Coach Indonesia (Coaching Firm)	Bima Finance (Leasing Company)	HR Blueprint (2016)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Kanaya (Shipping Company)	Management Blueprint (2015)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Pelangi Sukses Indonesia (Printing Company)	Management Blueprint (2014)
Terapi Bisnis Indonesia (Consulting Firm)	Dahsyat Apotik	Management Blueprint (2014)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Khoulah Prima Raya	Management Blueprint (2014)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Awang Sejahtera Permai (Property)	Management Blueprint (2014)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Investasi Berkah Mahatama (Property)	Management Blueprint (2014)

Terapi Bisnis Indonesia (Consulting Firm)	Kemkominfo	BSC (2014)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Citra Makmur Bahagia Sejahtera (Fire Protection)	Management Blueprint (2014)
Terapi Bisnis Indonesia (Consulting Firm)	CU Bima (Financial Service)	KPI with BSC (2014)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Buanatama Jaya (Filter Vehicles)	Management Blueprint (2014)
Terapi Bisnis Indonesia (Consulting Firm)	Samuel Asset Management (Investment)	Key Performance Indicator (2014)
Top Coach Indonesia (Coaching Firm)	Era Mart (Ritel Company)	Key Performance Indicator (2014)
Top Coach Indonesia (Coaching Firm)	PT. Mero Sekawan Jaya	Management Blueprint (2014)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Mondial Lux Indonesia (Diamond)	Standard Operating Procedure (2013)
Terapi Bisnis Indonesia (Consulting Firm)	Reindo (Reinsurance)	Workload Analysis (2013)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Asuransi Bangun Askrida (insurance)	Job Analysis, Job Evaluation dan Salary Structure (2013)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Kommuter Jabodetabek (Communer Line)	KPI & Kamus Kompetensi 2012)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Iddofa Makmur (Mining & Hotel)	Management Blueprint (2012)
Terapi Bisnis Indonesia (Consulting Firm)	BPR Siak	Standard Operating Procedure (2012)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Inti Prima Rasa (Delico- Food & Beverage)	Business Strategy & Salary Structure (2012)

Terapi Bisnis Indonesia (Consulting Firm)	Ranti Busana Muslim (Muslim fashion)	Standard Operating Procedure (2011)
Terapi Bisnis Indonesia (Consulting Firm)	CU Lantang Tipo (Financial Service)	KPI with BSC (2011)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Kristamedika	Standard Operating Procedure (2011)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Noorel idea	Standard Operating Procedure (2011)
Terapi Bisnis Indonesia (Consulting Firm)	Dinas Pajak DKI Jakarta	Standard Operating Procedure (2011)
Terapi Bisnis Indonesia (Consulting Firm)	Bank Tabungan Negara (BTN)	Standard Operating Procedure (2011)
Terapi Bisnis Indonesia (Consulting Firm)	VICO Indonesia (Oil Company)	Standard Operating Procedure (2010)
Terapi Bisnis Indonesia (Consulting Firm)	LKPP (Government)	Standard Operating Procedure (2010)
Terapi Bisnis Indonesia (Consulting Firm)	RNI (BUMN)	Standard Operating Procedure (2010)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Gunung Salak	HR Index Survey (2010)
Terapi Bisnis Indonesia (Consulting Firm)	CU Pancur Kasih	KPI with BSC (2010)
Terapi Bisnis Indonesia (Consulting Firm)	CU Keling Kumang	KPI with BSC (2009)
Terapi Bisnis Indonesia (Consulting Firm)	PT. Indosat	Analisis Kelayakan Bisnis Perbandingan Sewa dan Beli (2007)
Terapi Bisnis Indonesia (Consulting Firm)	Survei Kepuasan Pelanggan	Suzuki (2005)
Terapi Bisnis Indonesia (Consulting Firm)	HR Index Survey	PT. Athan Tunggal Jaya (1999)

PPM Manajemen
(Consulting Firm)

Caltex

Analisis Potensi Pasar Oil
di Indonesia (1998)

<i>Articles</i>		
Media	Theme	Year
Republika	Jabatan Presiden dan Penafsiran Situasi Perekonomian	(19 Oktober 1999)
Rakyat Merdeka	Audit BPK	(4 Januari 2000)
	Ironi Gaji Pejabat	(24 Januari 2000)
	BLBI: Bocor atau Dibocorin	(15 Februari 2000)
	Rakyat Akan Tagih Janji Bob Hasan Bayar BLBI	(28 Februari 2000)
	Tangkap Taipan Pencuri Listrik	(18 Maret 2000)
Suara Karya	Awas, Petani Ngamuk	(1 April 2000)
	Menyoal Kerugian BUMN	(24 April 2000)
	Polemik Sekitar Likuiditas Bank	(1 Februari 2000)
	Utang Luar Negri Semakin menjebak	(17 Februari 2000)
	UMR Naik, Hanya Basa Basi	(25 Februari 2000)
Jurnal Indonesia	Investasi Masih Macet	(26 April 2000)
	Harga Gabah dan Hukum ekonomi	(23 Maret 2000)
Wanita Indonesia	Kolumnis Kewirausahaan	(2007 – 2010)

Majalah Green Leaf	Mengembangkan UKM	(2004)
Majalah Usahawan UI	Mengembangkan Kompetensi SDM	(2007)
Majalah FIGUR	Competency Management	(2008)
Tempo Inti Media	SWOT atau TOWS	(2010)
	Teknik Penyusunan SOP	(2010)
	Menyusun Analisa Beban Kerja	(2011)
	Menyusun KPI	(2011)
	Menyusun SOP menggunakan KPI	(2010)

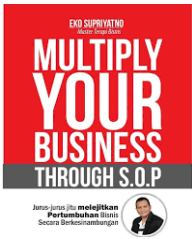
Training Topic

No	Area	Theme
1	Business Strategy	Executing Your Business Strategy Designing Business Strategy Effectively Business Transformation How to be a Great Company Business Mastery
2	Human Resources (HR)	Training Need Analysis (TNA) Training Evaluation with ROTI

		Designing Job Analysis & Job Evaluation
		Salary Structure Basic HR
		Human Capital Readiness (HCR)
		Standard Operational Procedure (SOP)
		KPI with BSC
		OKR
		Recruitment Handbook
		Behaviour Event Interview
		Coaching & Mentoring
		Competency Management
		Talent Management
		Workload Analysis
3	Marketing	HR Administrative
		Designing for Marketing Strategy
		Product Development Handbook
		Sales Pipeline Management
		Marketing Intelligence
4	Operation	Penerapan 5 S di Perusahaan
		Mengeksekusi Kaizen

		TQM
		Logistic Management
		PDCA
5	General	Knowledge Management Penerapan MBTI di Perusahaan
		General Affair Management
6	Leadership	Supervisory Skills
		Managerial Skills for Manager
		Smart Leadership

Books

Book	Title	Year
	Mencecap Surga di Dunia	2010
	Multiply Your Business Through SOP (Jurus-Jurus Jitu melejitkan Bisnis Secara Berkesinambungan)	2014
	Business Cash Machine	2017

<i>Personal</i>	
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Family

- Wife : Ratna Damayanti
- Children : Rafa Ersu Nabilla & Muhammad Fikri Arrafi

Hobbies

- Reading Quality books (Management, Business, Personal Development)
- Sport (Jogging)
- Teaching (Professional certification program)

Sosial Media

- IG : ekosupriyatnoofficial
- YT : Coach Eko Official