

# Resume: Andy Budi Janto Sutedja

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**Full Name** Andy Budi Janto Sutedja

**Place/ Date of Birth** Bandung, 27 November 1967

**Address (HOME)** Central Park Kav. G No.5, Kota Wisata  
16968, Jakarta, INDONESIA

**Telephones** Home +62- 21-8493-0178 (TEL/FAX)  
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#03-12 Cyberhub Building  
SINGAPORE 339914

**Email Address** [andysutedja@gmail.com](mailto:andysutedja@gmail.com)

**Education**

1986 – 1990 Universitas Tarumanagara, Jakarta, Indonesia  
**Bachelor in Mechanical Engineering**

- Dean List Award in 1990.
- Student Award in Department of Engineering UNTAR 1990.
- Certificate Award for Writing a Scientific Paper KOPERTIS III at Univeritas Kristen Indonesia, October 1989.

1990 – 1991 Ohio State University, Columbus, Ohio, USA  
**Graduate Non-Degree in Mechanical Engineering**

- Computer Graphic Design

1991 – 1994 University of the Nations, Kailua-Kona, Hawaii, USA  
**Master of Science in Community Technology System**

- Community Technology System

1996 – 1998 Victoria University of Technology, Melbourne, Australia  
**Candidate Doctor of Philosophy**

- Received Academic Scholarship from Student Village, Melbourne
- Studied for Literature Review only, but not continued because of the Indonesian Monetary crisis which I had to return to Indonesia and finally got married.

**Professional experience**

1988 – 1989 Universitas Tarumanagara Jakarta, Indonesia  
**Acedemic Tutor**

- Mechanical Drawing & Technical Drawing lecture

1990 Universitas Tarumanagara Jakarta, Indonesia  
**Assistant Lecturer**

- Mechanical Drawing on Computer Aided Design Lecturer
- Coordinator of Mechanical Drawing Laboratory

1990 Universitas Tarumanagara Jakarta, Indonesia  
**Committee Member of Mechanical Engineering Curriculum**

- Develop Mechanical Department Curriculum

1993 – 1994 State Department of Ecology Olympia, Washington, USA

**Administrative Intern 3**

- National Industrial Competitiveness through Energy Environment Economics (NICE3) – Department of Energy as **Team Member** - to give evaluation and review of NICE3 proposal related for the State of Washington.
- Hazardous Toxic and Pollution Reduction Intern Engineer.
- Responsible to research Recycle Process to Distillate Toxic product and write the result in State Department of Ecology Fact Sheet.

1994                      *Golden Photon, Inc.,*                      *Golden, Colorado, USA*

**Applications Development Associate**

- Design and develop various photovoltaic systems for remote areas.

1994 - 2000              *University of the Nations*                      *Kailua-Kona, Hawaii, USA*

**Research Associate & Visiting Lecturer**

- Science and Technology College, responsible in helping college research, such as designing 24-hour aquaculture system powered by PV for remote area.

1994 – 2008                      *Community Development Centre,*              *Jakarta, Indonesia*

**Founder**

- Responsible in designing and applying the most appropriate community and economic development for Papua. Involved as practical management seminar speaker and consultant in many occasions in this job.
- Had experienced live in the interior of Papua and lived with the indigenous.
- Have visited Papua for about 30 times.
- On-site work in Irian Jaya every 3 or 6 months and stay for 1-4 weeks in Irian Jaya. (Biak, Nabire, Jayapura, Jayawijaya, Mamberamo, and Sarmi areas)
- Consult many Papuans local organizations (the indigenous people and tribes) on their human resource development & natural resource development related.

1998 - 1999 *Project Bless Indonesia (RELIEF PROJECT)*                      **SINGAPORE**

**Executive Director**

- Cooperative project with Community Development Center. It is short-term project. The managing a relief project of S\$ 1,000,000.- from a Singaporean Church
- Directing the food relief operation for Singaporean Christians in delivering food relief to the needy and poor people who live in Jakarta area and the rest of Indonesia after the riot time in May 1998 (project started on the 9<sup>th</sup> July 1998 and will be ended in the end of 1998).
- Nationwide project – 1 year project only

1995 – 1998              *Yayasan Pelayanan Antarbudaya*                      *Jayapura, Indonesia*

**Advisor and NGO Consultant**

**Honorary Member – since 2000**

- Responsible in assisting the Director, Mr. John Lamera in putting together a strategic plan to develop appropriate development program to the Irianese or Papuans in Irian Jaya . Especially concentrated in improving human resource quality and capability.

1999 - 2000                      *YOUTH WITH A MISSION INDONESIA*                      *Jakarta, Indonesia*

**National Administrator and Consultant**

- Help to support YWAM's administration. YWAM is an international volunteer mission organization - [www.ywam.org](http://www.ywam.org)

1995 - 1996                      *ISPERA Travel & Tour Agency*                      *Jakarta, Indonesia*

**Consultant**

- Asked and helped the Owner to turn this company from a lost (financially) travel agency **into a profit company. This target was achieved less than one year period.**
- Management and administration changes were made. Simplified management processes, renegotiated with principals to get more discounts and delivered more ticket selling volumes, applied for Abacus system, etc.

1997 – July 2000                      *PT Secura Agradi (iSecura)*                      *Jakarta, Indonesia*

**Business Development & Marketing Director**

**Co-Founder**

- *Secure e-Commerce Builder* – the first and only Indonesian company experts in network security, public key infrastructure, and secure online payment at that time.
- Distributor of Encryptor Hardware System of Atalla, Inc., OEM Partner of Globeset, Inc., Trusted World Partner(Public Infrastructure) of Baltimore, Inc. knows also as Cyber Trust, Distributor of Mag-Tek, Inc., Professional Solution Provider of Intershop, Inc.
- Holding of PT eSecure Indonesia, the first Indonesia's SET Payment Gateway for internet payment gateway, endorsed by MasterCard, Inc.
- Success to close over \$1 Million value sales in 1999-2000 for Payment Gateway infrastructures.

April 2000 – August 2002    *PT Net Nusantara - www.netnusantara.com*                      *Jakarta, Indonesia*

**President Director**

**Co-Founder**

- *e-Business Enhancer company – Internet and Mobile System Integrator and Distributor*
- *e-STORE Online Creator – [www.kilatzone.com](http://www.kilatzone.com) - online e-Mall*
- Representative of **Verisign, Inc.** products through MSC Trustgate, Malaysia for Indonesia – Public Key Infrastructure specialist; The Channel Development Partner of **SUN Microsystems, Pty. Ltd.**, - for Indonesia; Enterprise Sales Partner of Symantec, Inc.
- Responsibility to develop the company business and market position in the market.

1999 – 2004                      *PT Secura Irian Utama*                      *Jakarta, Indonesia*

**Co-Founder & Director**

- Master Distributor of Panamax, CA, USA - Surge Protector.
- Master Distributor of Mas-Hamilton, Lexington, KC, USA (now KABA MAS) Group- Wireless and Powerless ATM locks - [www.kabamas.com](http://www.kabamas.com)
- Representative for Chocovision, NY, USA - [www.chocovision.com](http://www.chocovision.com)

2002 – February 2004                      *The Haggai Institute*                      *National, Indonesia*

**Vice Treasury AAHII (National Board for Haggai Institute in Indonesia)**

- Non-Profit organization, with based in Atlanta, USA.
- Advanced Leadership Skill training provider for developing countries.

June 2004 – present                      *Success Motivation International, Inc.*                      *Waco, Texas, USA*  
[www.success-motivation.com](http://www.success-motivation.com)

**Direct Distributor for Indonesia – June – October 2004**

**General Director for Indonesia – October 2004 till present day.**

**General Director for South East Asia – April 2009 till present day.**

- Certified Business Coach, Facilitator, Mentor and Trainer Success and Self-Motivation products for many senior directors and leaders in South East Asia
- Motivating People to Their FULL POTENTIAL in Indonesia and South East Asia.
- Appointing and Overseeing Distributors, Sales Managers and Associates.
- Developing sales team, strategy and duplicating sales leadership team in the region.
- Developing new marketing strategy for SMI, Inc. in the region.

- Responsible on the P/L of the operation in SEA
- Working closely with U.S. Commerce Center, US Embassy to market successfully U.S. products in Indonesia and South East Asia region.
- Recruit Sales Associates and Business Partners for the corporate.
- Motivate Sales Force of SMI, Inc. in South East Asia region.
- Create monthly report to SMI, Inc. headquarter in Waco, Texas, USA.
- International Certified Motivator development program Director.

May 2012 – present LEADERSHIP MANAGEMENT INSTITUTE, INC. Waco, Texas, USA ( a sister company of SMI, Inc. )

[www.lmi-world.com](http://www.lmi-world.com)

#### MANAGING DIRECTOR & MASTER LICENSEE

- Developing and recruiting LMI Directors and Coaches in Indonesia.
- Build and develop local price structure
- Working with Indonesian Chamber of Commerce and other institution to prepare leadership and succession for many MNCs and Private Owned Companies.

#### Publications, Reports and Special Projects

- *On-Site Distillation: A Guide to Choosing and Operating a Distillation Unit*, State of Washington, Department of Ecology, Washington, USA, 1994.
- *Background Document and Technical Assistance Strategy for the METAL FABRICATION INDUSTRY*, Hazardous Waste and Toxics Reduction Program, Washington State Department of Ecology, USA, December 1993.
- *Pengembangan Perikanan di Daerah Terpencil dengan Sistem Tenaga Listrik Matahari (Photovoltaic)*, Community Development Centre, Jakarta, Indonesia, 1996.
- *Listrik Nuklir: Sudah Banyak Kecelakaan*, Majalah Tempo No. 35 Tahun XXIII, 30 October 1993, Jakarta, Indonesia.
- *Recommendation: The 3-D Matrix Concept for Youth With A Mission – International*, U of N, Kailua-Kona, Hawaii, USA, 1994.
- *Marketing PV System in Southeast Asia*, Golden Photon, Inc., Golden, Colorado, USA, 1994.
- *The PV Design for Desalination System*, Golden Photon, Inc., Golden, Colorado, USA, 1994.
- *Karakteristik Para Mahasiswa/ I Indonesia di Luar Negeri (USA & Canada): Hasil Penelitian*, Kongres PERMIAS, San Francisco, USA.
- *Kepler, The True Scientist*, College of Humanities and International Studies, U of N, May, 1993, Kona, Hawaii, USA.
- *Fraud in E-Commerce*, Bisnis Indonesia, Jakarta, Indonesia, February, 1998.
- *Berinvestasi di Bisnis E-Commerce*, Warta Ekonomi, 28 February 2000.
- *Visi E-Commerce untuk Indonesia*, report for press in May 2000.
- *Berjualan Mobil di Internet*, Warta Ekonomi, No.08/Th. XII/ 10 July 2000 page 55.
- *Teknologi Mengubah Lifestyle Masyarakat*, Warta Ekonomi, 20 Agustus 2001, Kolom.
- Editor, Translator, Publisher, and Co-ordinator Translation Project of *Discipling Nations: The Power of Truth to Transform Nations*, 300 pages, written by Darrow L. Miller, Vice President of Food for the Hungry International, July 2000 - July 2003 (finished)
- **Main Speaker for a Radio Talk-Show** for Community Development Center at Radio Pelita Kasih, 96.35 FM from May - July 2004 with special topic: *Membangun Bangsa dengan Pikiran Allah (Develop Nations with God's Mind)*
- **Menjadi Tidak Serupa Dengan Dunia (Not To Be Conformed to This World)**, published in February 2005, Yayasan Pusat Pengembangan Masyarakat.

- **RancanganMU adalah Rancanganku** - Membuat Perencanaan Sukses Sesuai Hati Allah, 2007, Yayasan Pusat Pengembangan Masyarakat.
- **Father, The Maker of Successful Children** – Ayah Pembuat Kesuksesan Anak, published by Yayasan Andi, Yogyakarta, December 2009.
- **Today Boosters, 2012, a book with daily action of success.**

**Additional professional trainings**

- Fast Track School, Success Motivation Institute, Inc., Waco, TX, USA – 25<sup>th</sup> June 2004.
- **Dynamics of Personal Goal Setting, Success Motivation Institute, Inc., Waco, TX, USA, July 2004.**
- Advance Leadership Skill, The Haggai Institute, Maui, Hawaii, USA, 15 May – 14 June 2002
- **Hardware Security Encryption Training, Atalla, Inc., A Tandem and Compaq Company, San Jose, California, USA, July 1997.**
- CENCON 2000 training course, Lexington, KY, USA, June 2001. - Security System
- **Payment Gateway - Secure Electronic Transaction Expert: Globeset Support, Globeset, Inc., Austin, Texas, USA.**
- Public Key Infrastructure (PKI) Training, Baltimore Technology Support, Baltimore Technology, Pty. Ltd., Singapore

**OTHER SOCIAL INVOLVEMENT IN THE PAST:**

- 1988-89 – Secretary General for IMAMTA (Ikatan Mahasiswa Mesin Universitas Tarumanagara), Jakarta, Indonesia.
- 1996 - Chairman of PERMIAS (Indonesian Student Association in Australia) branch Victoria University of Tehcnology, Victoria, Australia.
- 2002 - Alumni of The Haggai Institute, Maui, USA (Session 412/413), it is Advanced Leadership Training.

**Professional membership**

1993 – 1994 Member of ASA (American Scientific Association), USA.

2002 – present – Alumni of The Haggai Institute, as National Faculty in Indonesia.

**References**

1. Dr. John Coors, was the President of Golden Photon, Inc., An Adolf Coors Technology – ACX Company, Golden Colorado USA.
2. Stanley Springer, Manager, State of Washington, Department of Ecology, USA. ([157140324@worldnet.att.net](mailto:157140324@worldnet.att.net))
3. Dr. Aldo Fontao, Vice President of Training, The Haggai Institute, Maui, Hawaii, USA ([AldoF@maui.Haggai-Institute.com](mailto:AldoF@maui.Haggai-Institute.com))
4. Darrow L. Miller, Vice President, Food for the Hungry International, Scottsdale, AZ, USA. ([dmiller@fhi.net](mailto:dmiller@fhi.net))
5. Ian Dawson, President Director of SMI USA, Waco, TX, USA ([idawson@success-motivation.com](mailto:idawson@success-motivation.com))

**Certifications / Awards received**

- DEAN LIST at College of Engineering of Universitas Tarumanagara – Year of 1989
- ACCOMODATION SCHOLARSHIPS May – November 1996 at The Student Village – Victoria University of Technology, Australia.
- Certificate of Award, BPPI – Departemen Perindustrian, Jakarta, 1991.
- Certificate of Award, CAD/CAM Seminar, Bandung, 1991.

- Certificate of Award, Teknologi yang Dapat Dipatenkan – Seminar, Jakarta, 1990.
- Certificate of Award, Inovasi Desain Mesin dan Penerapannya Pada Industri di Indonesia - Seminar, Bandung, 1990.
- Certificate of Participation, International Biblical Studies Seminar, Calvary Bible College, Melbourne, 1990.
- Certificate, Club Resources Development Seminar, Lippoland Development, Jakarta, Indonesia, August, 1996.
- Certificate of Completion, Security Solutions Training Course, Atalla, Inc., San Jose, USA, 1997. – Hardware Encryption Basic Training.
- Certificate of Achievement, Globeset Support Course, Globeset, Inc, Austin, Texas, USA, 1999. – Payment Gateway using Secure Electronic Transaction.
- Certificate Authority Training with Baltimore, Pty. Ltd, Singapore, May 2000. Administration and Installation.
- Chosen as One of Netpreneurs by Warta Ekonomi Magazine, 17 September 2001, Indonesia
- Certified Leader - Certificate of Completion as Advance Leader, The Haggai Institute, Maui, Hawaii. USA, June 2002.
- Certificate of Appreciation, Embassy of the United States of America – US Commercial Service, Jakarta, May 2007.
- Certificate Mercedes-Benz Active Safety Experience 2007, Sentul, Indonesia.
- Certificate of Competence in using the program of **Dynamics of Personal Goal Setting**, Success Motivation International, Waco, Texas, 2004
- Certificate of Competence in using the program of **The Art of Creative Selling – The Sales Systems that Never Fails**, Success Motivation International, Inc. Waco, Texas, 2005
- **International Certified MOTIVATOR** by Success Motivation Institute, Inc. Waco, Texas, 2009.
- **Certificate of Participation – The Lausanne Movement**, Cape Town, South Africa, 2010.

**Recommendations:**

Batara Sianturi, Regional CEO - Hungary & Non Presence Countries in Central Eastern Europe; Hungary CEO/Country Head at Citigroup  
*“Andy Sutedja is a dedicated professional with result orientation. He is passionate about his work with focus on client excellence. I highly recommend his service. Best regards, Batara” November 1, 2010*

Tony Sartono, DIRECTOR, PT KAWAN LAMA SEJAHTERA  
*“Andy highly motivated people that I knew; I believe he can achieve his goal.” December 13, 2010*

Ian Dawson , President, Success Motivation International Inc. (2010)  
*“Andy is a good leader who is totally committed to motivating people to their full potential through SMI programs in the ASEA region and to giving suitably qualified people the opportunity to represent SMI in the ASEA region.”*

Yustina Helly, colleague

*“Andy Sutedja is a very optimistic and positive leader, who possesses strong entrepreneurship sense. He has strong communication skill and wise attitude which is important in managing and motivating teams to achieve results. In many times, during his career in Net Nusantara, Andy Sutedja was able to implement his creativity and thinking out-of-the-box mindset in situations that required problem-solving skill. Under his leadership, our team was able to learn and progress. It was a pleasure to get the chance to be mentored by him.”*

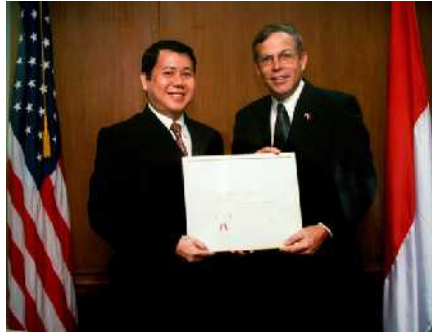
Greg Walpole, Country Director, SMI and LMI for South Africa

***“Andy is a committed professional working with World Renowned Programmes of SMI . He is passionate about the Success of his Clients and will work with them to get the desired results.”***

Joseph B. Kaesshaefer, Jr. U.S. Embassy, Counselor for Commercial Affairs

***Andy is a businessman and professional with integrity, drive, ambition, and a keen sense of where he wants to go and how he wants to get there. I sought him out for advice on any number of commercial matters, and always appreciated his counsel. He is an upstanding member of his community, and well respected in his field. I have since moved to Sydney from Jakarta, and am pleased that we still keep in touch.***

**AWARD FROM US EMBASSY IN JAKARTA:**



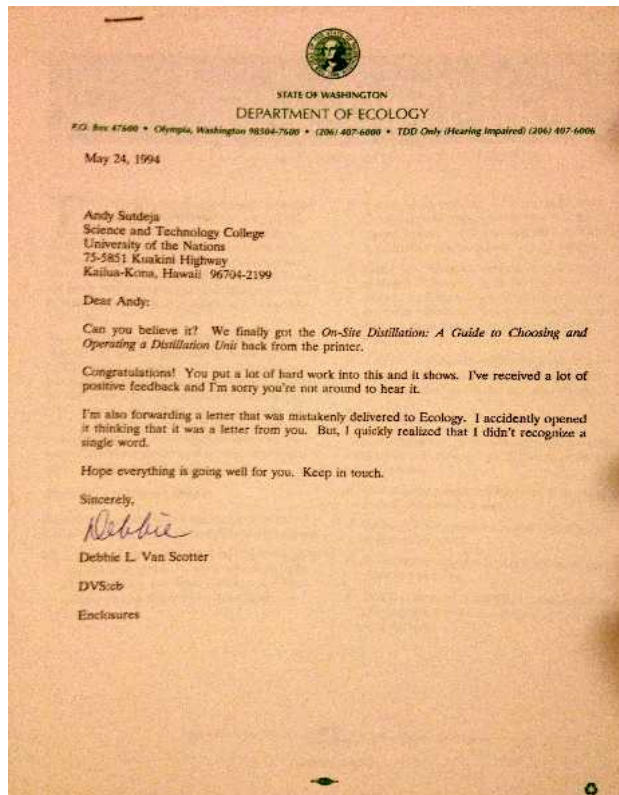
When I was working with SMI Japan Team in Fukuoka and Tokyo



I helped SMI South Africa in Cape Town in 2010 to do sales presentation to Mr. Cameron Dugmore (with red tie), The Special Advisor for The Presidency of Republic of South Africa:



## My Past Experiences Working in USA





**Academic Scholarship During My Study in Australia:**

