



Monroe Consulting Group
CANDIDATE HOTLIST
Indonesia – September 2023



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Technology Sector Candidate Hotlist September 2023



Technology Candidate Hotlist

September 2023

VP OF SUPPLY & GROWTH, BOARD OF MANAGEMENT Executive

This candidate is a driven and innovative business leader with 19 years of experience across diverse sectors in top companies in Southeast Asia. With a strong background in FMCG, manufacturing, fintech, and SuperApp industries, candidate has excelled as a **C/D level executive in the SEA region**. Candidate is skilled in **driving transformation, developing motivated teams, and implementing growth strategies** to increase revenue, reduce expenses, and expand company outreach. Notably, candidate helmed the most profitable vertical in his previous company's portfolio, **successfully navigating through challenging market conditions**, including COVID-19 and a major acquisition.

COUNTRY MANAGING DIRECTOR Executive

This candidate is an accomplished professional in the Asian financial services industry with significant achievements. Candidate held leadership roles in **fintech and insurance companies**, transforming traditional insurers, launching innovative mobile financial services programs, and establishing successful ventures in microinsurance and eCommerce partnerships. Notably, candidate **co-founded a financial services affinity marketing company in Hong Kong** and pioneered distribution channels in South Korea. Candidate's track record demonstrates exceptional leadership, strategic vision, and a **passion for transformative change in the industry**.

SVP PRODUCT CONTROL Finance & Accounting

An experienced finance professional with 15+ years of expertise in **finance operations, budgeting, financial policy, SOP, forecast, monitoring, product control, and financial analysis**. Candidate started the career at a reputable accounting firm before transitioning to the banking industry. Candidate has held various roles within finance, **demonstrating the proficiency in regulatory reporting and delivering successful outcomes**. Currently serving as a senior-level executive in product control, candidate possess a strong understanding of financial management and bring a track record of achievement in their field.

PRINCIPAL PRODUCT MANAGER (APAC) IT

This candidate is a seasoned IT professional with over 14 years of experience in **B2B, SaaS, AI/ML** across various industries (Finance, Commerce, Logistics, Telecommunication, Energy, Ad, and Technology). As a Principal Product Manager for APAC at an Australian technology company, candidate led the initiation of **product development integration for a Large Language Model**. Candidate automation capabilities for messaging/voice-based bot building **reduced development time from one month to just 3 days**. Candidate has **achieved significant contract backlogs totaling USD 4.5 million** and are adept at project management, technology architecture, API integration, and development processes.

ITS DIVISION MANAGER IT

With 14+ years of IT experience across various industries, candidate excels in both **strategic leadership and infrastructure maintenance**. Candidate drives IT team growth and leverage technology to meet business needs, collaborating closely with cross-functional teams. Notably, candidate achieved a remarkable **600% company growth in three years while reducing operational costs by implementing in-house technology solutions**. Candidate also transformed data processing by automating manual processes, resulting in at least a 50% increase in efficiency. Candidate expertise and achievements make a valuable asset in driving innovation and optimizing IT operations.

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Technology Candidate Hotlist

September 2023

SOFTWARE DEVELOPMENT MANAGER

IT

Candidate has over 15 years of experience in the technology area especially in software development. As a software engineer manager at a multinational ride hailing company, candidate is responsible for the technical, leadership, and strategy. Candidate led up to 7 people within the team and engineers for back end. At work, candidate is **responsible to handle stakeholder request for development**. Candidate also worked as an individual contributor when first joined the ride hailing company. On the technical side, candidate is **responsible to design the system, review codes, and infrastructure maintenance**.

HEAD OF CHANNEL DEVELOPMENT & MARKETING

Marketing

With 8 years of experience, this candidate is a growth technology enthusiast specializing in **strategy, transformation, business development, operations, and planning**. As a Vice President of Strategy and Planning in E-commerce, candidate **effectively collaborated with cross-functional teams**, including commercial, finance, legal, marketing, product, and customer service. Candidate has a proven track record of leading B2B partnerships in insurance, e-commerce sales, and online travel agents. With strong **business acumen and project management skills**, candidate excels as a versatile communicator and strategist, continuously gaining insights across domains.

HEAD OF INFLUENCER MARKETING & MCN

Marketing

Candidate is an accomplished digital marketing professional with expertise in **creators' community development, influencer marketing, operational leadership, and digital advertising**. As the Head of MCN, Influencers, and Platform, candidate effectively manages a team of 20+ staff members, overseeing the Multi-Channel Network Department. With a focus on developing systems and nurturing a culture for mega content YouTube campaigns, candidate successfully **manages a database of over 3000 engaged community influencers**. Candidate demonstrates proficiency in platforms like **Google Products, Meta Products, Twitter, and TikTok**.

HEAD OF TALENT MANAGEMENT

Marketing

With 10 years of experience in Talent and KOL Management, the candidate excels in **identifying talents' unique identities and aligning them with suitable brands**. Currently the Head of Talent Management, candidate plans and executes talent briefings, ensure brand standards are met, and collect necessary materials. In 2020, candidate successfully led a pandemic-driven campaign, resulting in impressive outcomes and earning a promotion from Associate to Senior Associate. Candidate expertise in **managing KOL pipelines and building relationships with mega KOLs demonstrates the capabilities in the field**.

STRATEGY & BUSINESS OPERATIONS

Operations

Candidate has 12+ years of experience in the Strategy & Business Operations field, spanning Consulting, E-Commerce, Supply Chain, and Logistics services across Southeast Asia. Candidate specializes in managing strategic initiatives, including **successfully reducing inventory levels and lowering subsidy costs**. In the previous role as Operations Manager, candidate oversaw a team of 17 members and 9 leaders, **achieving a 20% increase in productivity** through KPI implementation and improved incentive payment processes.

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Technology Candidate Hotlist

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GENERAL MANAGER OPERATIONS

Operations

With over 10 years of experience in the automotive industry, candidate has a strong understanding of supply chain financing and business development. Candidate's responsibilities encompass managing end-to-end business processes, including **inventory management, stock levels, dealer and branch management**. Joining the company during its early stages, candidate has contributed to its growth, expanding from one to three branches. The candidate has introduced innovative systems, such as QR code monitoring for unit movement and implemented reporting using Google products, **resulting in a 1-2% reduction in expenses as a percentage of total revenue**.

SENIOR BROKER CLASSIFIED MANAGER

Sales & Partnership

Experienced in sales and operations with 13 years in the automotive industry, candidate is specializing in acquiring offline properties throughout Indonesia. Candidate has already closed 4 significant deals within his first few months, resulting in substantial revenue. With a proven track record, candidate consistently achieved or surpassed sales targets, selling an average of 190-300 units per month and **generating monthly revenues of IDR 400-600 million**. Leading a team of 47 field sales members, candidate focused on **increasing customer retention rates by implementing effective strategies, resulting in a growth from 20 to 56 dealers**.

BUSINESS DEVELOPMENT/SALES DIRECTOR

Sales

With over 25 years of experience, this seasoned business leader brings a wealth of expertise in **P&L management, business growth, partnerships, strategy, and planning**. Candidate has a strong background in the telecommunications industry, as well as experience in digital and data fields. Notable achievements include **closing business deals worth USD 100K per month**, executing **mobile advertising campaigns worth USD 75-80K per month**, and successfully executing POC with major telecoms. Skilled in **data management, AI, and digital advertising**, the candidate excels in people management and is known for his adaptability and effective decision-making.

ACCOUNT MANAGER (TELECOMMUNICATIONS)

Sales

With 19 years of experience in the Telecommunication and Technology industry, this candidate brings expertise in Cost Control, Budget Forecast Calculation, Negotiation, Sales, Project Management, Human Resources, Service Solution, and P&L Calculation. Candidate has worked with leading telcos and MNC ICT companies, showcasing their proficiency in the field. Notably, the candidate achieved success in handling **a Service Key Breakthrough Project worth over USD 30 million**, encompassing IT, MBB, and various professional services such as Consulting, Technical Support, and Maintenance.

PRESALES ENGINEER - CYBERSECURITY

Sales

With 8+ years of experience in network engineering, candidate specializes in **providing cybersecurity services using XDR, SIEM, SOAR, dark web intelligence, firewall, and antivirus**. The candidate serves clients in government, BUMN, financial, mining, and oil and gas sectors. Candidate handles POCs, demos, proposal preparation, and implementation management. Notable projects include **an end-to-end solution worth IDR 150 billion for a governance client, web and mail isolation projects worth IDR 12 billion (annually repeated) for a mining client, and an isolation project worth IDR 10 billion (annually repeated) for a finance client**.

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Technology Candidate Hotlist

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CYBER SECURITY TECHNICAL ARCHITECT

Sales

The candidate is an experienced pre-sales engineer in IT consulting, specializing in cybersecurity solutions for industries such as oil and gas, manufacturing, finance, and state-owned enterprises. Candidate excels in **presenting technical and business solutions, conducting POC demonstrations, and implementing projects**. With expertise in network security, endpoint security, SIEM, and cloud security, candidate has successfully led a team and **delivered projects worth USD 1.5 million for an oil and gas company and USD 1.2 million for a mining company**.

COUNTRY MANAGER

Sales

With 20+ years of sales experience in the IT industry, this candidate has held various roles, including account manager, senior business manager, and country sales manager. Candidate expertise lies in **managing P&L and working with diverse sectors such as public, telco, SMB, and FSI**. Notable projects include **data center development for KPK and deploying 22,000 devices for Bank BCA**. Candidate has strong **connections with major SIs and DCs** like Wipro, Infosys, and Accenture. Currently working as a freelance consultant, candidate provides IT advisories, strategic management, and coaching sessions, leveraging their extensive experience in leading teams and achieving sales targets.

SALES MANAGER

Sales

With 17+ years of experience in Sales and Business Development, candidate excels in handling enterprise clients. Candidate **consistently surpasses sales targets**, demonstrating a strong work ethic and self-motivation. Candidate is adept at **identifying partners, organizing events, and generating leads**, showcasing her prowess in business development. Notable achievements include closing a complex deal with state-owned oil and gas company and **achieving an outstanding 220% of the sales target at a global software company**. Candidate success in engaging with largest cellular network operator, persuading to adopt cloud solutions and secure significant revenue.

ACCOUNT MANAGER

Sales

With over 10 years of IT sales experience, this candidate specializes in serving clients in the oil and gas and manufacturing sectors. Candidate has managed accounts for reputable companies, **providing comprehensive solutions in networking, security, data center, software, and cloud services**. Proficient with leading technology providers, candidate has **secured contracts worth IDR 53 billion from oil and gas and mining projects**.

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Industrial & Energy Sector Candidate Hotlist September 2023



EV Candidate Hotlist

September 2023

CHIEF OPERATING OFFICER

Operation

With 23 years of experience and an Engineering Bachelor's Degree, the candidate for Chief Operating Officer excels in the electric vehicle industry. The candidate has set up and managed production for E-Bikes, E-Motorcycles, 3-wheel E-Motorcycles, and OEMs, **achieving an annual output of 2,000 units**. Their expertise extends to **advanced technologies, including IoT and lead-acid/lithium battery development**. The candidate's market expansion initiatives cover diverse sectors such as agribusiness, mining, and B2B segmented products. A seasoned and accomplished leader poised to drive success in the role of COO.

CHIEF COMMERCIAL OFFICER

Commercial

This candidate, Chief Commercial Officer, boasts 23 years of experience and a Marketing Management Bachelor's Degree. From Business Analyst to Head of Business Operations, the candidate excelled in B2B transportation before becoming the pioneer in setting up an EV ecosystem, with accomplishments include **establishing EV operations with 5,000 units across 9 Indonesian provinces**. The candidate strategic management turned a niche market into a significant revenue generator, contributing 33% to total company profitability. Notably, the candidate **achieved a remarkable market share increase from 7% to 20% in a short period through successful marketing strategies**.

SENIOR MANAGER – FINANCE

Finance

With 15 years of experience and an Accounting Bachelor's Degree, this candidate excels as Senior Manager in finance at an EV company. Leading AP, Treasury, and Accounting teams, this candidate handle diverse responsibilities, from **account reconciliation to strategic financial projects**. This candidate expertise spans four business units—Logistics, Software, Trading, and Financial Services. Collaborating with sales and operations teams, the candidate ensures **seamless financial operations and payments**. A skilled professional with a proven track record in finance and accounting.

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Contact sidiq@monroeconsulting.com

Logistics Candidate Hotlist

September 2023

GENERAL MANAGER – LOGISTICS

Operation

As an adept General Manager in Logistics, this candidate boasts 20 years of experience and holds a Bachelor's Degree in Supply Chain Management. This candidate excel in **maintaining essential KPIs related to project P&L, operational performance, stock accuracy, and safety**. Proficient in overseeing warehousing logistics, including manpower management, packaging, and delivery processes. The candidate remarkable achievements include **setting up SCM distribution for a major European client, slashing lead time from 24 to 12 days compared to other 3PL providers**. Moreover, the candidate have **reduced annual customer claims to below IDR 50 Mio per year** through process enhancements.

GENERAL MANAGER – FINANCE & ACCOUNTING

Finance

As an accomplished General Manager in Logistics, this candidate brings 20 years of finance and accounting experience, coupled with a Bachelor's Degree in Mining Engineering. The candidate have demonstrated remarkable career progression from accounting and chief finance roles to regional finance and accounting management. With success in accounting debt, system reviews, financial reporting, and analysis, the candidate excels in **strategic financial management, yielding bottom-line results**. Moreover, the candidate proficiency in handling tax matters is evident, **having closed an IDR 30 billion tax audit to IDR 3.5 billion, and securing refunds exceeding 50% for the last 2 years**.

COUNTRY MANAGER

Commercial

With 18 years of experience and a Marketing Bachelor's Degree, the candidate for Senior Sales Manager excels in **freight forwarding, contract logistics, and key account management**. Proficient in hunting new customers independently and with the regional team. Skilled in budgeting, negotiations, and data support, reporting to the CCO. **Secured 10-year term contracts for warehousing services and overachieved 2022 sales targets by 55%**. Adaptable, result-oriented, and capable of managing diverse industrial and automotive clients.

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Contact sidiq@monroeconsulting.com

Mining Candidate Hotlist

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GENERAL MANAGER – HUMAN CAPITAL

HR

With over 23 years of experience, this senior leader started in manufacturing as an HR Industrial Relation, joined Mining Contractor in 2003 as an IR Specialist, and progressed through various roles, becoming the GM of Human Capital. The candidate excels in **developing leadership talent for the growing mining market, establishing programs to groom Dept. Heads, Deputy PMs, and PMs.** Additionally, the candidate implemented a successful Bursa Kerja Khusus (BKK) system to nurture local talent and aligned compensation benefits with productivity to boost manpower efficiency.

GENERAL MANAGER – MINING OPERATION

Operation

With 23 years of experience, the candidate led operations in Sangatta, handling a capacity of around IDR 230 million tonnage BCM annually, including IDR 25 million tonnage of coal. The candidate established **comprehensive plant & maintenance programs based on equipment type and system maintenance, managing 800+ assets from different vendors.** Introducing digitalization from 2018, the candidate optimized operations and maintenance for various brands, utilizing real-time analysis dashboards. Notably, the candidate **achieved over USD 10+ million in cost-saving** through a successful new drill and blasting division

GENERAL MANAGER – FINANCE

Finance

With over 20 years of experience in finance, accounting, tax, and audit across various industries, candidate currently holds the position of Finance Accounting and Tax GM for a Minerals and Nickel Mining company. Candidate excels in **monitoring export processes, reviewing sales contracts and LCs, and ensuring timely payments.** Implementing digital support, the candidate transformed manual paper-based records into a customized internal data-centric system due to budget constraints. Additionally, candidate effectively **engage with the government on tax and audit matters and assist mining contractors with on-site tax and financial reporting.**

GENERAL MANAGER – BUSINESS DEVELOPMENT

Sales

With 19 years of experience in the Telecommunication and Technology industry, this candidate brings expertise in **Cost Control, Budget Forecast Calculation, Negotiation, Sales, Project Management, Human Resources, Service Solution, and P&L Calculation.** Candidate has worked with leading telcos and MNC ICT companies, showcasing their proficiency in the field. Notably, the candidate **achieved success in handling a Service Key Breakthrough Project worth over USD 30 million,** encompassing IT, MBB, and various professional services such as Consulting, Technical Support, and Maintenance.

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FMCG Sector Candidate Hotlist September 2023



FMCG Candidate Hotlist

September 2023

COMMUNICATION & PUBLIC AFFAIR MANAGER Commercial

With over 11 years of experience in multinational companies, the candidate experts in **planning and executing corporate brand and product strategies, crisis management, collaboration with global teams, press releases, product launches, CSR, and employee engagement**. Currently unattached due to the closure of their previous company, the candidate held the position of Corporate Communication Lead. With a background in Weber Shandwick, the candidate excels in **government relations**, and their international experience includes **strategizing internal communication channels across 16 Asian markets during her tenure at another multinational FMCG company**.

SENIOR PRODUCT MARKETING MANAGER Commercial

The candidate is a marketing professional with over 9 years of experience in the consumer electronics and consumer goods industry. Currently, the candidate holds the position of Senior Product Marketing Manager at a multinational consumer electronics company. Prior to this, the candidate has worked with several local consumer goods companies, as a brand manager, product manager, and junior brand manager. In their current role, the candidate is responsible for **end-to-end product and brand management, overseeing all aspects of marketing communication, strategic brand development, competitor analysis, digital marketing, and involvement in new product development**.

SHOPPER MARKETING DIRECTOR Commercial

With over 15 years of diverse expertise in Education, Retail Banking, and FMCG sectors, the candidate excels in **Category & Channel Development and Key Account Management**. With strong analytical skills, creative problem-solving abilities, and a result-oriented approach, the candidate is highly adept at **building winning Shopper Marketing strategies that drive growth by addressing shopper triggers and barriers to purchase across the Path to Purchase**. As part of a top Global FMCG company, the candidate leads the Design for Channel, creating new business models to foster high growth and future-fit solutions for channels and customers.

HEAD OF MARKETING Commercial

With 18 years of expertise across various categories, the candidate possesses **strong strategic thinking, business acumen, and digital marketing skills**. Currently serving as the Head of Marketing in a leading multinational business, the candidate holds responsibility for shaping the company's brand strategy to resonate with consumers. This candidate also manages the company's media, digital, and e-commerce initiatives, ensuring the products are well-represented online. Additionally, the candidate is responsible for **conducting market research, developing commercial plans, and overseeing trade marketing efforts to ensure that the product brand stays ahead of the competition**.

NATIONAL KEY ACCOUNT MANAGER Commercial

The candidate is National Key Account Manager at a leading Multinational FMCG company since September 2020. Driving core business strategies for sustainable growth in the Convenience Channel, the candidate efficiently **manages key modern market trade accounts**, establishing strategic partnerships to expand and penetrate the product range. Prior to her current role, the candidate **achieved 31% growth** and accolades as Group Key Account Manager. The candidate has showcased **exceptional leadership skills in achieving sales targets, managing promotions, and driving strategic joint business planning with top clients in the region**.

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Contact tiffany@monroeconsulting.com

FMCG Candidate Hotlist

September 2023

PRODUCT MANAGER

Commercial

The candidate is a skilled marketing professional with 7+ years of experience in various multinational consumer goods companies. Currently, the candidate holds the position of Product Manager at a Multinational FMCG company, focusing on managing the Personal Care products in a specific category, **contributing 35% to the overall business**. In their current capacity, the candidate is responsible for brand and product management across both online and offline channels. Their duties include **new product development, market research, marketing communication, e-commerce management, and digital activation**.

CATEGORY DEVELOPMENT MANAGER

Operation

The candidate is a seasoned professional with over 8 years of experience in Trade, Shopper, and Customer Marketing in various Multinational FMCG Companies and Local Tech Start-up. The candidate is currently focusing on Commercial Strategy Development, encompassing **market and category analysis, channel and customer strategies, NPD launch and relaunch, regional promotion campaign strategy localization, promotional planning, assortment, pricing, shopper behavior analysis, POSM, product placement, planogram, share facing growth, and collaborating with CRM and customer service to build Sampling programs**.

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Healthcare Sector Candidate Hotlist September 2023



Healthcare Candidate Hotlist

September 2023

COUNTRY SALES MANAGER

Commercial

The candidate is a seasoned professional with 20+ years of experience in the pharmaceutical and medical device industries, **specializing in IVD products for 5 years**. The candidate currently serves as a Country Sales Manager at a leading multinational healthcare company. During their tenure, the candidate **drove revenue growth to IDR 40 billion mark** and securing the top-ranking position within the APAC Region. Previously, as National Sales Manager at pharmaceutical distributor company, the candidate demonstrated his proficiency in **managing IVD, Diagnostic, POCT, consumable products and premium products**. The candidate completed his portfolio of handling 14 principals.

BUSINESS UNIT MANAGER

Commercial

with 17 years of experience as a Product Manager, the candidate expertise lies in **strategizing, executing, and overseeing business processes**. Currently, the candidate holds the position of Business Product Manager at a local medical device manufacturing company. Within just one year, the candidate successfully **registered 11 items from 2 brands in the e-catalog**. In their previous role as Senior Product Manager at a top local medical device distributor company, the candidate **consistently achieved an average gross sales contribution of over IDR 100,000,000,000 per year**. Notably, during the challenging COVID-19 period in 2020, the candidate generated a gross sales contribution of around IDR 200,000,000,000.

HOSPITAL DIRECTOR

Executive

With over 12 years of experience, particularly in private hospitals, the candidate possess expertise in **hospital & healthcare management, customer relations, and ancillary medical services**. With 8 years as a hospital director and 2 years as a Director of Medical & Ancillary Services, the candidate has a comprehensive understanding of the field. Currently unemployed, their previous role was as Chief of Business Development at Grand Family Women & Children Hospital. Starting as a Hospital Director, the candidate was responsible for **leading, directing, coordinating, controlling, and evaluating all hospital operational activities to achieve the company's vision and mission**.

HOSPITAL DIRECTOR

Executive

With over 18 years of experience, specializing in private hospitals, the candidate has extensive expertise in **hospital & healthcare management, customer relations, and ancillary medical services**. With 7 years as a CEO and Hospital Director, and 5 years as Chief Medical Service, the candidate holds a strong track record in leadership. The candidate's notable achievements in the previous role include **managing a BOR of more than 70% and generating revenue of 15B for the Type-C hospital**. With oversight of 250 employees and 26 specialist doctors, the hospital has a total capacity of 100 beds.

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Professional Services Sector Candidate Hotlist September 2023



Banking, Financial Services, and Insurance (BFSI)

Candidate Hotlist

September 2023

MANAGING DIRECTOR, TREASURY & INTERNATIONAL BANKING

Commercial

The candidate is a seasoned senior Banker Professional with over 30 years of experience in SOEs banks. The candidate embodies strong values, innovation, invention, and business development, driven by results and a commitment to continuous learning. Highly motivated and self-driven, the candidate possesses a strong financial and business acumen, particularly excelling in **Capital Market, Investor Relations, Economic analysis (both macro and micro), FX, International Banking, Investment, Portfolio Management, Operations, Change & Transformation Management, and more.**

CHIEF AGENCY OFFICER / CHIEF OF SALES

Commercial

With around 20 years of experience, the candidate is an execution and solution-oriented leader, specializing in financial institutions, with expertise in **agency sales management & strategic planning, corporate real estate/property management, and corporate services.** The candidate has worked for well-known insurance companies, managing overall agency sales nationwide, sales activity, recruitment, and agent development, often creating and revamping processes from scratch.

HEAD OF INVESTMENT BANKING – SECURITIES

Commercial

The candidate possesses over 15 years of investment experience, with expertise in corporate finance advisory. The candidate's diverse cases include **Feasibility Study, Valuation, Merger & Acquisition, Debt Re-structuring, Transaction Structuring, and Stock & Bond offering.**

VICE PRESIDENT – MOBILE & DIGITAL BANKING

Commercial

The candidate is a strong IT professional with over 23 years of experience specializing in the banking industry. The candidate excels in technology strategic planning and IT project delivery. As a self-starter and creative leader, the candidate has successfully led teams in **delivering and launching the bank's digital & mobile bank, system integration, customer acquisitions, and retail internet banking.**

CFO, DIGITAL ECOSYSTEMS

Finance

The candidate boasts a 15+ year career portfolio, excelling in **Fundraising, Financial Due Diligence, Investor Relations, Project Management, Business Development, Organization and People Development, Ecosystem and Community Building, and Mergers and Acquisitions** within multinational environments.

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Contact zakaria.putra@monroeconsulting.com

Banking, Financial Services, and Insurance (BFSI) Candidate Hotlist September 2023

COO, INTERNATIONAL TRADE & DEVELOPMENT FINANCING

Operation

The candidate is a generalist banking leader with over 18 years of experience in banking and international development finance. The candidate's expertise spans **business strategy, operations, sales, marketing, risk management, human resources, and finance, with exposure across the Asia Pacific region**. A change agent with a track record of establishing new business and operations, the candidate excels in **executing strategic and tactical initiatives**. A strong communicator at all organizational levels, the candidate adopts a collaborative management style and has a passion for leadership and talent development.

DIRECTOR OF INSURANCE PRODUCT DEVELOPMENT

Product

With a strong actuarial background, the candidate has been working for over 20 years with top multinational life insurance brands. **The candidate holds multiple professional certifications in Actuarial, Life Insurance Management, Sharia Insurance, and Risk Management**. The candidate's expertise lies in end-to-end product development for both conventional and Sharia products.

CISO / CYBER SECURITY HEAD, BANKING / TECHNOLOGY CONSULTING

Tech

The candidate is a seasoned IT & Cybersecurity Professional with over 20 years of experience in the banking sector and reputable cybersecurity consulting firms. The candidate has extensive exposure to both international and domestic environments and possesses well-rounded experience working with diverse teams from various departments, divisions, and cultures. The candidate's expertise spans **Cyber Security, Data Protection, Payment Regulation Practice, Risk Governance, Compliance Assurance, Threat Assessment, and Consulting Services**. The candidate covers management and technical aspects across diverse technology platforms, including **Infrastructure and Endpoint Security, Data and Application Security, Identity and Access Management, Cyber Security Assessment and Response, Security Intelligence and Operations, Mobile Security, and Security Strategy Risk and Compliance**.

CHIEF DEVELOPMENT OFFICER, FINTECH

Tech

The candidate has over 15 years of experience in banking, financial services, and e-commerce. The candidate possesses extensive expertise in **leading product development, partnerships, and end-to-end product processes**. The candidate's oversight covers product, technical & technology requirements, and partnership experience.

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NGO & Professional Services

Candidate Hotlist

September 2023

GROUP CMO, VC/PE & DIGITAL ECOSYSTEMS

Commercial

The candidate is a marketing professional expert with over 20 years of experience in product and brand management for Venture Capital and TMT companies. The candidate excels in **making digital brands top-of-mind and have strong expertise in data-driven product, marketing, and sales management for business scale-up.**

CORPORATE FINANCE – CONSULTANCY

Finance

The candidate has over 10 years of experience in **M&A and financial modeling transactions**, serving consultancy as well as PE/VC companies. The candidate demonstrates **diligence and strategic acumen in supporting financial** due diligence processes and offering financial advisory expertise.

EXECUTIVE DIRECTOR, NGO / DEVELOPMENT INSTITUTIONS

Government Relation

The candidate is a seasoned professional in the field of Development / International Development with over 15 years of experience. The candidate's expertise covers **stakeholder engagement, public advocacy**, and a special interest in issues related to **democratic governance**, such as access to justice, human rights, business and trade law, international development, and program management. The candidate possesses extensive experience in **project management, research, and collaboration with government entities**. Additionally, the candidate has a strong understanding of the Indonesian political context and actively engages in advocacy efforts.

SEASONED SENIOR PARTNER – LAW FIRM

Legal

The candidate is an award-winning partner with over **15 years of experience in a top-tier law firm, specializing in Capital Market and M&A projects**. This candidate has successfully led numerous deals throughout their career. This candidate also in charge with the day-to-day operation of the law firm while maintaining high level delivery for clients.

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