

# Lowongan PT.IT Group Indonesia



Nomor : 041/SR/DIR-ATCC/UNIKOM/ VIII/2016  
Lampiran : 1 (satu) berkas  
Perihal : Lowongan Kerja Bagi Alumni UNIKOM

Kepada Yth.  
Ketua Program Studi di Lingkungan Universitas Komputer Indonesia (UNIKOM)  
di Tempat

Dengan hormat,

Sehubungan dengan adanya surat permohonan dari beberapa perusahaan, berkaitan lowongan kerja bagi Alumni UNIKOM, mohon kiranya Bapak/Ibu Ketua Program Studi berkenan untuk menyebarkan informasi tersebut ke seluruh Alumni pada Program Studi yang Bapak/Ibu pimpin. Adapun perusahaan tersebut antara lain :



1. PT. Wahana Solusi Sakti
2. PT. Citra Sarana Promosindo
3. PT. Krakatau Wajatama
4. PT. Buwana Mitra Semesta
5. PT. Buana Centra Swakarsa
6. PT. IT Group Indonesia

Berkas Lamaran Kerja dan CV dapat dikirimkan ke alamat atau email yang tercantum dalam surat dari perusahaan tersebut. Berkaitan pendataan Alumni yang bekerja, mohon kiranya bagi Alumni UNIKOM yang melamar pada perusahaan tersebut untuk melaporkan ke *Career Development Center* (CDC) UNIKOM tentang nama, jurusan, tahun masuk dan tahun lulus serta nama perusahaan yang dilamar untuk dikirim ke Sdr Fitri Juniawati., S.Kom di R. Dosen Magister Management - Hp 082317204090.

Demikian, atas perhatian dan kerjasamanya diucapkan terima kasih.

Bandung, 22 Agustus 2016

Mengetahui  
Wakil Rektor IV – Bidang Inovasi,  
Pengembangan dan Aset,  
  
Dr. Ir. Herfan S Soegoto, MBA.  
NIP. 4127.70.002

  
Wakil Ketua Aset, Tata Kelola dan  
Career Center,  
  
Dr. Rahma Wahdiniwaty, Dra., M.Si.  
NIP. 4127.34.02.011

**Tembusan:**

1. Yth. Ketua Yayasan Science & Teknologi
2. Yth. Rektor UNIKOM
3. Yth. Para Dekan Fakultas
4. Yth. Direktur / Wakil Direktur ICT
5. Yth. Kepala Biro Administrasi Umum
6. Yth. Kabag. Labkom
7. ....

Jakarta, 11 Agustus 2016

Kepada Yth.  
Dr. Rahma Wahdiniwati, Dra, M.Si  
Direktorat Aset, Tata Kelola dan Career Center Unikom  
Jln.Dipatiukur 112-116, Bandung

Perihal : **Surat Permohonan Pemasangan Iklan Lowongan Kerja**  
Nomor : 112/SK-ITGI/VIII/16

Dengan hormat,

Saya yang bertandatangan dibawah ini :

Nama : Sangsang J. Pramesti  
Jabatan : Operations Manager

Dengan ini kami **PT. IT Group Indonesia** yang telah berdiri sejak tahun 2013 sebagai perusahaan yang bergerak dalam bidang konsultan IT. Bertujuan mengajukan permohonan kerjasama untuk pemasangan lowongan kerja di **Universitas Komputer Indonesia**. Mohon bantuannya untuk dapat memasang iklan dalam bentuk *softcopy* di dalam website sekaligus menginformasikannya kepada para alumni mengenai adanya lowongan ini.

Demikian permohonan ini kami sampaikan. Besar harapan kami agar kerjasama ini dapat berlangsung dengan baik. Apabila ada informasi lain yang perlu kami ketahui, mohon agar dapat menyampaikannya kepada kami. Atas perhatian dan kerjasamanya kami ucapkan terima kasih.

Hormat kami,

  
**Venture Ahead**  
Sangsang J. Pramesti  
Operations Manager

## JOB OPPORTUNITY

### Account Executive Training Product

#### Job Descriptions:

- Find and meet new potential clients (open market)
- Create new opportunity form existing clients
- Able to build and maintain professional relationship with potential Client and or customers.
- Develop a personal strategy and sales pipeline to achieve sales target.
- Taking care of each customers with professional maintain relationship and make sure to find customer needs.
- Able to do presentation and present to potential clients
- To do negotiation in contract & price.

#### Requirements:

- Age not more than 28 years old
- Deep knowledge in selling, negotiation skill and marketing communication skill a must.
- Experience in selling training product is an advantage.
- Having computer literate, including office application, email and internet
- Have a good presentation skills
- Have passive English Language skill (good in hear and read)
- Good personality, humble, passionate, and responsible
- Creative, proactive, confident, quick learner, high self-motivated, team player and well organized.
- Target oriented and customer statification
- Fresh graduated/ entry level applicants are encourage to apply.

#### Benefit:

- Parking, Medical, Loans
- Miscellaneous Allowance
- Education Support

Send your resume/CV with subject "AE Training Product" to: [hrd.id@itgroupinc.asia](mailto:hrd.id@itgroupinc.asia)

#### Further Information :

Name : Dwiana Shinta  
Telp : 081320422606  
E-mail : [dwiana.shinta@itgroupinc.asia](mailto:dwiana.shinta@itgroupinc.asia)

## JOB OPPORTUNITY

### Pre-sales Infrastructure (Linux); Database; ERP

#### Job Responsibilities

- Works deals assigned to the sales team supported, prioritizing effort based on maximizing total impact on team productivity and profit, or as directed by the sales manager.
- Proactively scopes the technical solution required to address customer requirements, assesses customers met and unmet needs, and recommends solutions that optimize value for both the customer and the firm.
- Secures input from all necessary solution stakeholders within the customer firm. Adapts solutions, as necessary, to ensure appropriate support.
- Coordinates closely with internal sales, sales support, and service resources to align solution design with customers' business requirements.
- Secures from customer technical staff commitments needed to ensure a deal's "technical close."
- Meets assigned targets for profitable sales growth in assigned product lines, market areas, channel, or teams supported.
- Provides coaching and professional development to team-member sales associates in order to enhance their product knowledge, technical acumen, and technical sales skills.
- Supporting marketing efforts in evolving go-to market solutions, forming alliances with other vendor, etc.
- Opportunistically pursues additional business development opportunities within customer firms. Collaborates with sales to ensure these opportunities are effectively covered and advanced.
- Preparing and making product demos and or Implementing POC
- Monitors customer support for technical solutions proposed throughout the sales process, and alerts the sales and account teams to potential risks of deal closure.

#### Accountabilities and Performance Measures

- Achieves assigned productivity and profitability quotas.
- Maintains deal through-put in early deal-sales process steps.
- Achieves product growth targets for the assigned geography, channel, sales team, or account base.
- Maintains high customer satisfaction ratings that meet company standards.
- Completes required training and development objectives within the assigned time frame.

#### Qualifications

- Four year college's degree from an accredited institution
- Minimum 3 years of sales or sales engineering experience in a business-to-business, large/strategic customer segment; or
- A record of achievement and technical solution expertise in a comparable sales role.
- Product certification, engineering credential, or equivalent technical credential.
- Proficiency in Sales and Technical Knowledge

#### Benefit:

- Parking, Medical, Loans
- Miscellaneous Allowance
- Education Support

Send your resume/CV with subject "Pre-Sales" to: [hrd.id@itgroupinc.este](mailto:hrd.id@itgroupinc.este)

#### Further Information :

> Dwiana Shinta : - 081320422606 / [dwiana.shinta@itgroupinc.asia](mailto:dwiana.shinta@itgroupinc.asia)

## JOB OPPORTUNITY

### Software Developer

#### Job Descriptions:

- Identify and document customers' requirements, analyse and resolve with strategic solutions
- Installations, development, implementation, training, testing and support
- Provide application / technical assistance during the implementation
- Accountability for project delivery from requirements gathering, development, UAT, and implementation
- Strict adherence to process and documentation
- Complete all required project documentation for submission to clients as required
- Manage client expectation on project delivery and product capabilities

#### Requirements:

- Bachelor's degree in IT
- At least 1 year of working experience in the related field
- Passionate in learning new technology
- Strong problem solving, analytical and communication skill.
- Able to communicate proficient in English
- Ability to execute rigorous documentation requirements.
- Willing to travel and work anywhere
- Able to work and research independently
- Able to work under pressure, meet deadlines
- Self-motivated, positive-attitude, hardworking, willing to learn, excellent team-player
- Strong computer skills in HTML + CSS + Java Script + My SQL
- Familiar with Python is a plus point

#### Benefit:

- Parking, Medical, Loans
- Miscellaneous Allowance
- Education Support

Send your resume/CV with subject "Software Developer" to: [hrd.id@itgroupinc.asia](mailto:hrd.id@itgroupinc.asia)

#### Further Information :

Name : Dwiana Shinta

Temp : 081320422606

E-mail : [dwiana.shinta@itgroupinc.asia](mailto:dwiana.shinta@itgroupinc.asia)

## JOB OPPORTUNITY

### Linux System Engineer (LSE)

#### Job Descriptions:

Provide services to customer and be responsible of the system using open source solution and linux solution which are used in Data center, server, storage, Network, OS, Email System etc.

- Proactive and positive personality
- Quick to learn, and eager in IT, especially Open Source
- Can work well in team
- Can communicate well and do a good presentation

#### Requirements:

- Diploma (D3) or Bachelor's degree preferably in Information Technology/ Compute/Software/Electronic.
- Minimum 2 years experienced in System Administrator using OS Linux in advantage.
- Diploma in using and maintaining service such as Lamp, FTP, Proxy, Printer, Network Administrator, System Administrator, User Help Desk, etc. Familiar with OS Linux as Desktop or server.
- Having a good knowledge in networking.
- Good English Proficiency
- Work and coordinate well in a team.
- Able to build and maintain professional relationships.
- Having a private Vehicle
- Having a certificate RHCT, RHCE, or CCNA would be advantage
- Fresh graduated who have experience with Linux ad open source are allowed to apply.

#### Benefit:

- Parking, Medical, Loans
- Miscellaneous Allowance
- Education Support

Send your resume/CV with subject "LSE" to: [hrd.id@itgroupinc.asia](mailto:hrd.id@itgroupinc.asia)

#### Further Information :

Name : Dwiana Shinta  
Telp : 081320422606  
E-mail : [dwiana.shinta@itgroupinc.asia](mailto:dwiana.shinta@itgroupinc.asia)



## JOB OPPORTUNITY

### Account Executive (AE)

#### Job Descriptions:

- Find and meet needs of new potential clients
- Create new opportunity Software's, Services's and Projects from new and or existing clients/customers
- Must be able to build and maintain strong professional relationship with customers
- Must be able to prepare and negotiate with good price to win a project
- Develop a personal strategy to achieve sales target and performance
- Creating and generate sales report and sales pipeline per monthly/quarterly/yearly
- Collaborate with IT team to present and deliver professional services and ensure meet with the client/customer expectation
- Ensure the timely and successful delivery of our solutions/services according to customer needs and objective

#### Requirements:

- Age not more than 27 years old
- Deep knowledge in selling and communication skill is a must
- Experienced in selling Software's, IT Solutions and Services (preferred)
- Having computer literate, including office application, email and internet
- Have a good presentation and public speaking skills (preferred)
- Have English language skills (good in hear, write and read), preferred
- Good personality, humble, passionate and responsible
- Creative, proactive, confident, quick learner, high self- motivated, team player and well organized
- Target oriented and customer satisfaction
- Fresh graduate / entry level applicants are encourage to apply

#### Benefit:

- Parking, Medical, Loans
- Miscellaneous Allowance
- Education Support

Send your resume/CV with subject "AE" to: [hrd.id@itgroupinc.asia](mailto:hrd.id@itgroupinc.asia)

Further Information :

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**SURAT PERNYATAAN**  
No. 118/SK-ITGI/VIII/16

Yang bertanda tangan dibawah ini :

Nama : Sangsang J. Pramesi  
Perusahaan : PT. IT Group Indonesia  
Jabatan : Operations Manager  
Alamat : Wisma Kodol 7<sup>th</sup> Floor  
Jl. HR. Rasuna Said Kav. B4  
Jakarta Selatan, 12920

Menyatakan dengan sebenar-benarnya bahwa dalam kegiatan rekrutmen PT IT Group Indonesia tidak menanggung biaya apapun dari kandidat UNIKOM. Bagi kandidat yang akan melamar pekerjaan dapat mengirimkan ke email [hrd.id@itgroupinc.asia](mailto:hrd.id@itgroupinc.asia).

Demikian surat keterangan ini kami terbitkan untuk digunakan sebagaimana mestinya.

Jakarta, 18 Agustus 2016  
Hormat saya,

  
Venture Ahead  
Sangsang J. Pramesi  
Operations Manager

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**Senin, 22 Agustus 2016 - 15:49**

<https://cdc.unikom.ac.id/loker/view/lowongan-pt-it-group-indonesia.202.html>