





No : 05/HRD – Eks/XI/2015  
Perihal : Informasi mengenai Kesempatan Berkarir  
Lampiran : Flyer / Poster

Kepada Yth.  
**Dr. Rahma Wahdiniwati., Dra.,MSI**  
Direktur Career Center  
Jl Dipatiukur No.112.  
Bandung

Dengan hormat,

Pertama-tama perkenankan kami menyampaikan salam hangat dari PT Packet Systems Indonesia, sebuah perusahaan multinasional yang bergerak dalam bidang informasi dan teknologi. Kami memadukan teknologi terkini dengan keahlian dan ketrampilan tenaga-tenaga engineer kami untuk memberikan pelayanan terbaik bagi pelanggan kami. Baik service provider, perusahaan swasta maupun BUMN yang memerlukan perluasan jaringan Informasi mereka. Dalam dunianya, perusahaan kami disebut sebagai System Integrator.

Saat ini kami sedang membuka kesempatan bagi para lulusan Universitas yang Bapak / Ibu pimpin, baik bagi lulusan baru maupun lulusan yang telah berpengalaman, sebagai IT Consultant / Presales. Tim yang kami cari ini akan menjadi partner bagi Sales untuk memberikan solusi-solusi tehnik terbaik dari PT Packet Systems Indonesia.

Terlampir flyer / poster mengenai kesempatan berkarir tersebut. Besar harapan kami, Bapak / Ibu berkenan menyebarkan informasi mengenai kesempatan berharga ini.

Apabila Universitas yang Bapak / Ibu pimpin memiliki website / email group bagi para alumni, kami akan sangat menghargai apabila bisa mendapatkan informasi mengenai alamat website / email group tersebut. Agar kami dapat mengirimkan informasi mengenai kesempatan berkarir ini dalam bentuk soft copy.

Demikian informasi ini kami sampaikan. Atas perhatian dan kerjasama yang baik kami ucapkan terima kasih.

Jakarta, 11 November 2015

**CHRISTINA YOTA P.**  
HR Manager



#### CAREER OPPORTUNITY

Packet Systems is a regional IT service company and a leader in the convergence of broadband network infrastructure. Operating in Indonesia & Malaysia, Packet Systems is a wholly owned subsidiary of Singapore Exchange Mainboard-listed DMX Technologies group – a leading network infrastructure and digital media solutions architect to service providers and corporate customers across Asia – which is a member of KDDI Group (Japan Telco Company).

**On 2013, we received several awards, as follows:**

1. CISCO - FY13 Best Technology Breakthrough Partner
2. CISCO - FY14 Best Data Center of The Year
3. VIRTUS - Golden Achievement Award 2013
4. M.Tech - Best Performing Partner 2013
5. EMC - 2013 Best Reseller
6. HP-Enterprise Security – Best Partner of the Year 2013
7. TrendMicro High Growth Partner of The Year 2013
8. Panduit Best Partner 2013
9. BlueTouch Support Partner Program

**Regional Awards (ASEAN) :**

1. BlueCoat – Top Partner of The Year 2013
2. BlueCoat – Pre-Sales of The Year 2013  
(awarded to Shendy Jayadi – our Consultant)

**Year of 2014 :**

1. Panduit 2nd Place Best Partner 2014
2. Netscout Systems Valued Added Reseller 2014
3. HP-Enterprise Security – Best Partner of the Year 2014

Those awards show how PSi's growing rapidly and facing promising future in System Integrator industry. As there are more and more enormous project coming, we decided to open more opportunities for career seeking candidate to join as :

#### **PRESALES DIVISION**

##### **1. PS CORE CONSULTANT**

- Degree in IT or its related field, Min 2 years experience in Telco industry
- At least 1 year relevant experience Advanced Technical Writing Skills , Consultative Selling Skills & Project Management
- Management of Customer's Expectations and Requirements
- Familiar with 3G/4G/LTE network architecture and its associated components. Having RF planning & optimization knowledge is an advantage

##### **2. PROJECT MANAGER**

- Experience in delivering projects in an onsite-offshore projects.
- Experience in project budget, schedule & scope and quality management.
- College degree, specialized project management training and/or equivalent work experience
- Minimum 8 years of project management work experience
- Experience with IT Infrastructure projects.
- Proven experience in project management disciplines and practices
- Proficient in Project Life Cycle Management and Implementation
- Knowledge and experience using MS Project; proficient in MS Word, Excel, PowerPoint and Visio
- Excellent verbal and written communication skills
- Project Management Professional (PMP) Preferred

### **3. BUSINESS DEVELOPMENT MANAGER – DATA CENTER**

- The candidate must be able to develop strong working relationships with our principal Regional Managers and Presales Consultants, and internal Account Managers, and Presales Consultants to ensure alignment of sales strategies for DC and overall PSI business within the accounts. Additionally, the BDM must be able to engage internal resources, including Marketing, Professional Services, and Support Services to drive the overall growth of the technology within Indonesia. All actions must be part of a complete business plan, which allows the successful candidate to meet and exceed assigned quota. Must be an aggressive self-starter with ability to build executive relationships, articulate PSI product and business strategies, create the demand and close deals.
- Must possess demonstrated sales experience in Data Center and Big Data solutions space
- Proven experience influencing senior level business executives
- Proven field business development and sales experience with a unique ability to accelerate sales
- Working knowledge and experience within Data Center and Big Data space is mandatory
- Proven ability to communicate effectively and professionally (oral and written in English) with customers, partner and interface with a variety of organizations
- Time management, organizational, and negotiation skills

### **POST SALES / SUPPORT SERVICES DIVISION**

#### **1. SYSTEMS ENGINEER (CISCO Project)**

- Hold bachelor degree (S-1 degree) in Information Technology or Computer Engineering or Telecommunication from reputable university with minimum IPK of 3.0
- 3 years working experience as engineer is a plus, Excellent written & verbal communication skill, Has customer delight objective, good consultative skill
- CCNP is a must, decent technical logic or valid CCIE will be advantageous
- Willing to do domestic travel as part of job role
- Competent with Microsoft Office applications i.e. Microsoft Visio, Word, Excel, and PowerPoint;

#### **2. SYSTEMS ENGINEER (FS & Linux Project)**

- Hold bachelor degree (S-1 degree) in Information Technology or Computer Engineering or Telecommunication from reputable university with minimum IPK of 3.0.
- Experience at least 3 years, hold CCNP certification, experience with **FS and Linux Project** will be an advantage.
- Decent technical logic, good consultative skill.
- Competent with Microsoft Office applications i.e. Microsoft Visio, Word, Excel, and PowerPoint.
- Excellent written & verbal communication skill.

### **FINANCE AND ADMINISTRATION DIVISION:**

#### **1. ACCOUNTING STAFF**

- Minimal education background is Bachelor Degree in Accounting.
- Having minimum 3 year experience in the same field as the finance accounting staff, having minimum 3 year experience in Auditor firm is an advantage.
- Detail oriented, organized and having a "Service Excellent" Attitude.

Should you interested to be approach and open to explore this opportunity, kindly provide me with your contact number and/or send me your update resume to [christina.yota@packet-systems.com](mailto:christina.yota@packet-systems.com). I would be happy to brief you with the details.

Thanks and Best Regards,

Ch. Yota - HR Manager

PT. Packet Systems Indonesia - Member of DMX Technologies

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Sabtu, 21 November 2015 - 14:43

<https://cdc.unikom.ac.id/loker/view/lowongan-pt-packet-systems.87.html>