

**Danang Widodo**  
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## **Curriculum Vitae**

### **SUMMARY**

- Indonesian National
- 13 years experience in Finance and Operations at various management level, including international assignments, and positions with two Fortune 500 MNCs.
- 4 years experiences in NGO management practices, including 1.5 years on-site management and two and a half years of consulting.
- Strong Leadership, Management and Analytical skills with good understanding of Corporate strategy, Finance and Business forecasting, Operations and HR Management, Supply Chain Management and Business Process Re-engineering.

### **PROFESSIONAL EXPERIENCE**

#### **April 2007 - PRESENT**

**Managing Director, Main Partner**, PT Pet-Norton Consulting International

PT Pet-Norton Consulting International (PNCI) provides management consulting services to businesses, government offices and NGOs working in fields of natural resources management, conservation, governance, eco-tourism, eco-friendly micro-enterprise development and micro-financing. Responsibilities include project portfolio development, internal operations management and external project implementation.

#### **March 2005 – April 2007**

**Director and Founder**, PT Danaco Global Solusi, Bali

PT Danaco Global Solusi provides management consulting and business outsourcing services for various companies and NGOs, including data mining and data intelligent processing (US clients), retainer management consulting & business process outsourcing.

**July 2003 – February 2005**

**Finance & Administration Manager**, The Nature Conservancy, Indonesia Program, Coral Triangle Center, Bali.

*Responsibilities included:*

- Overseeing overall financial, administration and operation management of marine conservation activities in Coral Triangle Center, including HR and IT support.
- Take lead in organization planning and strategy development, including development of project management through detail work plan, resource utilization planning and operation scenario for each conservation sites and activities.
- Formulating and implementing partnership strategies with NGO's partners and other stakeholders in sites conservation management and activities.
- Closely monitoring of funding level from the donor versus financial burning rate and project realization for each conservation projects.

**February 2002 – July 2003**

**Finance Manager**, Bristol-Myers Squibb Ltd, Singapore

*Responsibilities included:*

- Planning, managing and coordinating activities related to the transfer process of Financial and Supply chain operation from Malaysia as Host management to Singapore Market.
- Manage overall financial and supply chain management of Singapore Pharmaceutical market, including managing co-marketing activities with business partner and act as corporate secretary of legal entity.
- Involved in corporate planning, strategy development, media planning and streamlining marketing efforts in order to drive revenues.

**January 2001 – January 2002**

**Material Management Manager**, Bristol-Myers Squibb Indonesia, Pharmaceutical Manufacturing Plant

*Responsibilities included:*

- Lead key supply chain functions consist of production planning, purchasing, in-bound and out-bound logistic.
- Involved in US\$0.85 Million productivity initiative in alternative packaging and raw materials sources.
- Increase plant utilization level through developing new affiliated export market in Asia for OTC products
- Ensure appropriate inventory levels are maintained and communicate with marketing team and vendors regarding stocking, ordering and deliveries.

**March 1997 – December 2000**

**Group Costing Manager**, Bristol-Myers Squibb Indonesia, Pharmaceutical and Nutritional Products

*Responsibilities included:*

- Establish the annual Operation Strategic Plan and Budget both for pharmaceutical and nutritional products, including detailed calculation of standard cost of goods sold by product to determine transfer and market price.
- Assist with the design and implementation of activity based costing method for purposes of driving greater cost transparency and competitive benchmarking.
- Set up costing module in BPCS main system and develop integration of actual cost of production into general ledger system
- Advocate for sound management accounting theories and practice in manufacturing operation and conduct monthly working meetings with internal business partners from sales and marketing on unit costs.
- Provide monthly cost and variance analysis by product and conduct monthly performance review with manufacturing team.

**June 1995 – February 1997**

**Financial Accountant**, PT Nestle Indonesia, Beverage and Confectionary Division

*Responsibilities included:*

- Prepare profit and loss statements and monthly closing and cost accounting reports for beverage and confectionary Division
- Compile and analyze financial information to prepare entries to accounts, such as general ledger accounts, and document business transactions.
- Supervise the input and handling of financial data and reports for the company's automated financial systems.
- Monitor and review accounting and related system reports for accuracy and completeness.

**January 1994 – May 1995**

**Cost Accounting Accountant**, PT Nestle Indonesia, Confectionary Division

*Responsibilities included:*

- Provide Cost of Production calculation, Annual Operation Planning and monthly variance report
- Project accountant for production line expansion to double up production capacity.
- Supervise small finance and purchasing team in confectionary plan.

**April 1991 – December 1993**  
**Management Accountant**, PT Nestle Indonesia

*Responsibilities included:*

- Provide monthly sales analysis report to each product group
- Project accountant for production line expansion to double up production capacity in confectionary plant.
- Provide Actual Cost of Production calculation and monthly variance report for confectionary products.

**July 1989 – March 1991**  
**Tax Auditor**, Tax Department, Ministry of Finance

*Responsibilities included:*

- Team member of tax audits, Tax Department, Ministry of Finance

**List of projects and clients:**

- **Independent Facilitator.** Partnership review of the The Nature Conservancy – World Wild Fund Joint Program with the Wakatobi National Park.
- **Management Support Systems Developer – Sustainable Fisheries Partnership.** Designed an integrated accounting, budgeting, and financial planning system.
- **Management Support System Developer – PT. AMANAID.** Developing Enterprise Resources (ERP) Planning System .
- **Management Support System Developer – PT. Putri Naga Komodo.** Developed merchandise, ticketing, and financial system.
- **Financial Representative of Walton Family Foundation (WFF) Marine Program.** Providing financial expertise to WFF marine programs in Sulu-Sulawesi, Bird's Head, and the Eastern Tropical Pacific seascapes.
- **Senior Project Advisor to The Nature Conservancy Coral Triangle Center (Indonesia)** strengthened operation management in PT Putri Naga Komodo, a joint-venture company between TNC and private partner, manages eco-tourism in Komodo National Park, Indonesia.

- **June 18, 2007 – December 18 2007**

- **Ad-interim General Manager, PT Putri Naga Komodo**

- (Service Contract of PNCI to PT Putri Naga Komodo)

- PT. Putri Naga Komodo (PNK) is a unique public and private funding initiative in the effort to support the management of Komodo National Park. The company is a joint venture company (JV) between The Nature Conservancy (TNC), the global conservation organization which has been involved in supporting the management of Komodo National Park for over a decade, and Jaytasha Putrindo Utama (JPU), an Indonesian tourism company.

- PT Putri Naga Komodo (PT PNK) is part of Komodo National Park Collaborative Management Initiative (KCMI) established to support the 25-year management plan of Komodo National Park (KNP) developed by the Government of Indonesia with the assistance of a major international NGO to ensure effective long-term management of KNP through the adoption of a collaborative management approach involving all key stakeholder groups, with the joint venture company as one of the elements.

- Responsibilities included:*

- Creating and managing a business development strategy and will be able to implement the strategies into tangible revenue generation effort.
    - Develop a solid foundation for PT PNK to work as a corporate entity, by developing internal organizational strength, encourage good corporate governance practices and foster strategic management processes and decision making
    - Set up systems & procedures to ensure business processes are effectively carried out in a proper internal control environment.
    - Work with all the key stakeholders – National Government, National Park, local government and other community stakeholders in Komodo Area
    - Lead and monitor the development of annual work plans, budgets, reports, and evaluations with division managers.

## **EDUCATION**

- State accounting College (STAN), Diploma in Accounting , 1989

## **KNOWLEDGE BASE**

- Acquainted with various Project Management techniques, such as PERT analysis, WBS etc., including time, cost and quality control. Familiar with various problem solving and analytical techniques and management tools.
- Keen interest in NGO Development and good governance in NGO's.
- Computer Literacy: Microsoft Office, Advance Microsoft Excel and VBA