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ALTA PERFECTO

Training & Consulting for Wholesale Banking

List of Alta Perfecto's Training by Subject & Level in H2 - 2025

Termasuk beberapa
topic training baru!

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List of Alta Perfecto's Training by Subject & Level**Wholesale Transaction Banking****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
Best Seller 1	Mastering the Wholesale Transaction Banking Concept & Strategies : 6 Pillars of WTB (Cash Management, Guarantee, Trade Services, Trade Finance, Supply Chain Finance & Digital Banking)	2 days	6- 7 Aug (Jakarta) 12 - 13 Nov (Jakarta)	Rp.12 mio/ pax (exclude PPN)	Taufik Ardi and/or team
2	Intermediate Growing & Winning Wholesale Transaction Banking Business (Roleplay, Simulation & Studies of Various Business Case)	2 days	09 - 10 Sep (Jakarta)	Rp.12 mio/ pax (exclude PPN)	Taufik Ardi and/or team

List of Alta Perfecto's Training by Subject & Level**Wholesale Transaction Banking****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 3	Mastery of Business Acumen to Dominate Transaction & Grow Resilient Business	2 days	23 - 24 Sept (Jakarta)	Rp.12 mio/ pax (exclude PPN)	
NEW! 4	Understanding Various Business Models & Implementing Effective Account Planning to Grow Transaction Banking Business	2 days	In-house training only	tbd	Taufik Ardi and/or team
NEW! 5	Aliansi Wholesale & Retail Business Ecosystem untuk Penguasaan Transaksi & Sinergi Pengembangan Bisnis	2 days			

List of Alta Perfecto's Training by Subject & Level**Wholesale Transaction Banking****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
6	Mastery of Cash Management, Trade Services & Guarantee Solution for Corporates On Weekend	4 days (4 hours/day)	09, 16, 23, & 30 August (Online via Zoom) 04, 11, 18, & 25 Oct (Online via Zoom)	Rp.4 mio/ pax (exclude PPN)	Nuraini Lubis and/or team

List of Alta Perfecto's Training by Subject & Level

Sustainable Financing

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 1	Fundamentals of Sustainable Financing : Mastering Sustainability Financing Concept, Framework & It's Application in Growing Greener Business	1 day	13 Oct (Jakarta)	Rp.6 mio/ pax (exclude PPN)	SVP of Corporate Banking & ESG Champion in a Global Bank
NEW! 2	How to Implement Sustainable Trade Finance Based on International & Local Standards	1 day	14 Oct (Jakarta)		Nuraini Lubis and/or team

List of Alta Perfecto's Training by Subject & Level**Sharia Financing****Basic & Intermediate Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 1	Fundamentals of Sharia Financing : Concept, Mechanism & Akad for Musyarakah, Murabahah, MMQ & IMBT	2 days	20 - 21 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	VP of Sharia Banking for Corporate Banking Segment in One of the Biggest Bank in Indonesia
NEW! 2.	Intermediate Off-Balance Sheet Sharia Financing for Non-Retail & Non-Trade : Using Akad Ijarah Muntahiah Bittamlik (IMBT) for Alternative Financing	2 days	11 - 12 Aug (Jakarta) 19 - 20 Nov (Jakarta)		

List of Alta Perfecto's Training by Subject & Level**Cash Management & Digital Banking** Basic to Intermediate & Advanced Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
1	Introduction to Cash Management : Understanding Solutions & Their Roles for Banks & Clients	1 day	7 Oct (Jakarta)	Rp.6 mio/ pax (exclude PPN)	
2	Intermediate Mastering Cash Management Product And Consultative Selling Technique	2 days	4 - 5 Aug (Jakarta) 29 - 30 Oct (Jakarta)	Rp.12 mio/ pax (exclude PPN)	Aldi Sikar and/or team
3	Advanced Cash Management Solutioning with Real Case Simulation & Roleplay	2 days	27 - 28 Aug (Jakarta) 19 - 20 Nov (Jakarta)	Rp.12 mio/ pax (exclude PPN)	

List of Alta Perfecto's Training by Subject & Level**Cash Management & Digital Banking**

Intermediate to Advanced Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 4	Leadership & Strategic Designs for the Ideal Cash Management Bank Franchise	2 days	In-house training only	tbd	W. Adjii Wibowo
NEW! 5	How Application Programming Interface (API) Platform "Disrupt" Banking Strategy	2 days			Digital Ecosystem Head and/or team
NEW! 6	How Digital Banking Can Be Implemented to Corporate Clients to Increase Bank Fee Income	2 days			

List of Alta Perfecto's Training by Subject & Level**Treasury & Market Risk**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
1	Fundamentals of Treasury for Operations : Concept, Mechanism, Risk and Control	2 days	18 - 19 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team
2	All About Forex Solutions : Tod, Tom, Spot, Swap, Forward & DNDF	2 days	23 - 24 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team
3	Fundamentals of Treasury from Audit Perspective	2 days	In-house training only	tbd	Elly Berel and/or team

List of Alta Perfecto's Training by Subject & Level**Treasury & Market Risk****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 4.	Mastering Treasury Derivatives: Hedging & Risk Management	2 days	11 - 12 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team
NEW! 5.	Banking Operational Management & Settlement System	2 days	25 - 26 Aug (Jakarta) 08 - 09 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team
NEW! 6.	Foreign Exchange Market Dynamic As Financial Solution	2 days	09 - 10 Dec (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team
NEW! 7.	Fundamental Treasury For Banking & Non Banking	2 days	27 - 28 Oct (Jakarta) 02 - 03 Dec (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team

List of Alta Perfecto's Training by Subject & Level

Treasury & Market Risk

Intermediate to Advanced Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 8.	Mastering Market Risk : A Hands-on Guide to Quantifying Your Risk	2 days	15 - 16 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	VP of Market & Traded Credit Risk Management in Regional Bank
NEW! 9.	Next-Gen Market Risk : Practical Tech Solutions for Effective Risk Management	2 days	06 - 07 Aug (Jakarta)	Rp.10 mio/ pax (exclude PPN)	VP of Market & Traded Credit Risk Management in Regional Bank
NEW! 10.	Fundamentals of Interest Rate & Forex Products : Concepts & Implementation	2 days	29 - 30 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	VP of Market & Traded Credit Risk Management in Regional Bank

List of Alta Perfecto's Training by Subject & Level**Treasury & Market Risk****Intermediate to Advanced Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 11.	Internal Control over Financial Reporting : Based on POJK No.15/Tahun 2024	2 days	09 – 10 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team
NEW! 12.	Liquidity Risk Management: Basel II & OJK Framework in Practice	2 days	16 – 17 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Elly Berel and/or team

List of Alta Perfecto's Training by Subject & Level**Credit & Lending / Corporate Banking**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
Best Seller 1	Fundamentals of Corporate Banking : Credit, Risk & Analysis	2 days	19 - 20 Aug (Jakarta) 21 - 22 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Wiwiet Yusdiman and/or team
2	Banking with Engineering, Procurement & Construction (EPC) Companies	2 days	In-house training only	tbd	Team Head of Corporate Banking Segment
3	Banking with Telco, Media & Technology Companies				
4	Banking with Oil & Gas and Mining Companies				

List of Alta Perfecto's Training by Subject & Level**Credit & Lending / Corporate Banking**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
5	Penetapan & Mitigasi Resiko dari Fasilitas Kredit Modal Kerja & Kredit Investasi	2 days	In-house training only	tbd	Wiwiet Yusdiman and/or team
6	The Essentials of Syndicated Loan : Advantages, Risk, Opportunities & Structuring Syndicated Loans	2 days	In-house training only	tbd	Seasoned Corporate Banker in Syndicated Loan & Corporate Finance
NEW! 7	The Fundamentals of Corporate Structured Finance & Syndication	2 days	21-22 Aug (Jakarta) 22 - 23 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Wicaksono Adipermana (Ongky) and/or team

List of Alta Perfecto's Training by Subject & Level**Credit & Lending / Corporate Banking**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
8	Banking with Multinational Companies : Business Model, Various Solution, Risk & Mitigation	2 days	27 - 28 Aug (Jakarta) 27 - 28 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Seasoned Corporate Banker in MNC segment
NEW! 9	The Essentials of Problem Loans & Restructuring in Syndicated Loans	2 days	19-20 Aug (Jakarta) 09 - 10 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Wicaksono Adipermana (Ongky) and/or team
NEW! 10	Mastering Credit Knowledge	2 days	29 - 30 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Sariani Sadikun and/or team

List of Alta Perfecto's Training by Subject & Level

Trade Finance, SCF & Guarantee

Basic Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
1	Fundamentals of Trade Services, Trade Finance, Supply Chain Finance & Guarantees	2 days	19 - 20 Aug (Jakarta) 16 - 17 Sept (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Taufik Ardi and/or team

Best Seller

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee**

Basic Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
2	Mastering Bank Garansi : Fundamentals, Mechanics & Structuring Facility	2 days	25 - 26 Sep (Jakarta)		
3	Mastering Demand Guarantee : Fundamentals, Mechanics & Structuring Facility	2 days	25 - 26 Aug (Jakarta) 06 - 07 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Taufik Ardi and/or team
4	Mastering Standby LC : Fundamentals, Mechanics & Structuring Facility	2 days	25 - 26 Aug (Jakarta)		

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee**

Basic Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (on-line)	Trainer
NEW! 5	Penguasaan Metode Pembayaran & Pembiayaan untuk Perdagangan Ekspor, Impor & Domestik pada Perusahaan Korporasi & SME On Weekend	2 days	13 & 20 Sep (Online via Zoom) 15 & 22 Nov (Online via Zoom)	Rp.6 mio/ pax (exclude PPN)	Endro Siswanto and/or team
NEW! 6	Cara Melakukan Efisiensi & Alternatif Pembiayaan Modal Kerja & Financial Supply Chain dari Perusahaan (For Finance Team, Finance Manager & CFO)	2 days	In-house training only	tbd	SVP Transaction Banking

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee****Audit, Compliance & Financial Crime**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
7	Fundamentals of Trade Finance from Audit Perspective	2 days	In-house training only	Tbd	Taufik Ardi and/or team
NEW! 8	Fundamental of Trade Finance from Compliance and Financial Crime Risk Perspective	1 day	12 Aug (Jakarta) 04 Nov (Jakarta)	Rp.6 mio/ pax (exclude PPN)	Nuraini Lubis and/or team

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
Best Seller					
9	Mastering LC Based Financing : Trust Receipt, Pre-Export Financing, Export-Import Forfaiting (Indirect UPAS), UPAS/UPAU & Negotiation/Discounting of LC	2 days	08 - 09 Oct (Jakarta)	Rp.10 mio/ pax (exclude PPN)	Taufik Ardi and/or team
10	Mastering Non-LC based Financing : Financing Against Advance Payment, Open Account & Documentary Collection	2 days	13 - 14 Aug (Jakarta) 10 - 11 Nov (Jakarta)		
11	Intermediate Supply Chain Finance (Financing for Suppliers & Distributors of Corporates) & Without Recourse Receivables Financing (Factoring)	2 days	11 - 12 Sep (Jakarta)	Rp.12 mio/ pax (exclude PPN)	

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
12	Trade Finance & Risk Management : Mitigating Credit, Operational & Fraud Risk under Trade Finance Transaction	2 days	In-house training only	tbd	Taufik Ardi and/or team
13	Membangun Trade Ecosystem untuk Pengembangan Bisnis Bank yang Aman & Berkesinambungan	2 days			

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee**

Intermediate to Advanced Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
Best Seller					
14	Intermediate Trade Finance : Calculating & Structuring Trade Finance, Supply Chain Financing & Guarantee Facilities	2 days	21-22 Aug (Jakarta) 18 - 19 Nov (Jakarta)	Rp.12 mio / pax (exclude PPN)	Taufik Ardi and/or team
15	FI Trade Loan, Trade Risk Participation & Distribution	2 days	In-house training only	tbd	
16	Needs Based & Consultative Selling Skills for Trade & Financial Supply Chain Solution	2 days			

List of Alta Perfecto's Training by Subject & Level

Trade Finance, SCF & Guarantee

Intermediate to Advanced Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
NEW! 17	Advance Commodity Structured Trade Finance : How to Calculate & Structure Various Facilities and Identify & Mitigate Various Risks in Commodity based Trade Finance	2 days	In-house training only	tbd	Taufik Ardi and/or team

List of Alta Perfecto's Training by Subject & Level

Working Capital / Corporate Debt Structuring

Intermediate Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
1	Mastering Working Capital Advisory	2 days	In-house training only	tbd	Armandi Oesman and/or team
2	Fundamentals of Leverage & Acquisition Financing				

List of Alta Perfecto's Training by Subject & Level**Soft skill Development**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2025	Investment Fee (off-line)	Trainer
1	Advanced Negotiation Tactics with Influencing Style for Complex Deals	2 days	In-house training only	tbd	Yosavat J.A.W
2	Assertive Communication for High Level Stakeholder Engagement	2 days		tbd	Yosavat J.A.W
3	Service Excellence for Managers : Strategi Memimpin Tim dengan Orientasi Pelanggan	2 days		tbd	Bugi Prima Niman
4	Understand Clients' Needs & Value Proposition	2 days		tbd	Bugi Prima Niman

Profile of Lead Trainer

For syllabus of the training please call/WA/email to 081398882230 (Vivi) | training@altaperfecto.com | www.altaperfecto.com



Taufik Ardi is the founder, lead trainer & consultant of Alta Perfecto Training & Consulting. He has extensive 15+ years of hands-on experience from various type of banks (local, state owned and also foreign) all of them are in the business of trade finance. He gained technical, strategic and leadership capabilities as a Trade Product & Business Development Manager. Within the last 8+ years of his career he worked with HSBC in different market regions including South-East Asia (Indonesia) & Middle East (Qatar).

He is very well versed in trade finance, supply chain finance & receivables financing (structured trade solution), commodity trade finance, standby LC & guarantees, export & import forfaiting, FI trade loan, trade risk participation and distribution topics. He has a vast range of experience which includes revamping & launching new products, establishing cooperation with insurance companies, reengineering business & operational processes, leading new initiatives & projects with the purpose of growing the banks business in a safe and sustainable way. With such experience it is expected that Alta Perfecto participants will be enriched with applicable/practical and comprehensive knowledge.

Taufik is currently preparing Alta Perfecto for international growth, establishing an association of Banker & Treasurer in Indonesia & planning for another start-up which focus on python for ML, AI & automation to grow business, reduce cost & increase efficiency in banking industry.



Nuraini Lubis is a seasoned banker in wholesale and transaction banking in corporate banking, trade finance, guarantees and structured trade finance. Currently she works at Global Transaction Banking Specialist (GTBS) as a Managing Director since early 2023. Prior to this role, she was Country Head of Global Trade and Receivables Finance of HSBC Indonesia, where she led the big team to record hattrick as the best trade finance Bank in Indonesia.

Prior to HSBC, she had worked with BNP Paribas, Indover Bank, Bank Ekspor Indonesia and she began her career as credit analyst in Bank Negara Indonesia.

Profile of Lead Trainer

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Yudha Ramdhony has extensive 15+ years of banking experience from many types of banks in Indonesia. He spent all of banking experience in Trade Finance as Trade Operations, Trade Product Specialist and Trade Sales. He is currently working as Managing Director of Alta Perfecto Training & Consulting, a professional training & consulting for wholesale & transaction banking.

He started his career with Program Pendidikan Eksekutif (PPE) at Bank CIMB Niaga in 2008, after graduating, he worked as Trade Operations Officer for 5 years. In 2013, he moved to Bank Maybank Indonesia (formerly BII) as Trade Documents Verification Head. In 2015, he joined BTN, as one of biggest mortgage bank in Indonesia, to set & built up the bank's trade finance business from the ground. In 2022, he rejoined Bank CIMB Niaga as Transaction Banking Sales and later moved as Trade Product Specialist.

He is highly experienced in Trade Finance, Supply Chain Finance and Cash Management, where he was able to passed various professional certifications such as Certificate for Documentary Credit Specialist (CDCS) and Certificate in International Trade and Finance (CITF) from LIBF, and Verified Professional of Trade Finance (VPTF) from GTBS.



Syahrialdi Sikar (Aldi) has impressive of 13+ years of hands-on experience from HSBC and Standard Chartered Indonesia where his spent most of his career in transaction banking. His past roles includes handling high value clients, where he deliver cash management, supply chain and trade finance solutions for state owned enterprises, multinationals companies, medium enterprises and insurance companies.

He has led multiple cash management Request for Proposal (RFP) processes and provided extensive consultation services for client in transforming their cash management and supply chain finance structure. Aldi was also the team leader for three relationship management segments which gave him the ability to integrate cash management solution to relationship managers' revenue and liabilities target across different industries and areas.

Having taken the role as business planning manager, Aldi worked directly with the CEO in developing strategy and driving country agenda while overseeing process efficiency initiatives and cross function collaboration. This unique experience has allowed Aldi to understand the driving factor for management's goals and how solutions can be aligned to help achieve these targets. He believes that a consultative approach to solutioning leads to sustainable growth and stronger relationship between client and bank.

Aldi is currently building Mentor Inc., a mentoring platform that accelerate knowledge sharing for individuals and institutions.

Profile of Lead Trainer

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Wiwiet Yusdiman pernah menjabat sebagai Corporate Financing Risk – Senior Analyst pada bank syariah plat merah terbesar, yaitu Bank Syariah Indonesia. Sebelumnya beliau pernah bekerja di BRI Syariah sebagai Financing Review Section Head dan di Bank Mega sebagai Team Leader untuk Commercial Department.

Pengalaman beliau pernah langsung bekerja di business unit, credit analyst & reviewer, menangani berbagai macam sector usaha dan lini bisnis dapat memberikan insight, best practice, hands-on experiences maupun theoretical knowledge kepada peserta training.



Elly Berel has 29 years hands on experiences in various position in the banking industry. Her last position was as a Client Support Division Head (Assistant Vice President) at Custody Operation with CIMB Niaga.

Prior to her role as a custody operation division head she also served the bank as Corporate & Private Banking Operation Head, Client Support & Reporting Operation head and Treasury Operation head with the bank. Before her employment with CIMB Niaga, she works with LippoBank in various operation banking position for several years. In total she has more than 6 years hands-on experience in the treasury operation subject, where she started as a supervisor and ended as treasury operation head in CIMB Niaga.

She also has extensive skill, knowledge & experiences in delivering training for various topics. Elly is a certified professional for public speaking & training.



Endro Siswanto is a subject matter expert in international banking, trade finance, remittance & treasury operations and general lending. His has more than 30+ years hands-on experiences through out his tenure in PT Bank Duta Tbk as International Banking Division Head and PT Bank Mega Tbk as Trade Finance Department Head.

His past in-depth and vast experiences includes in establishing foreign exchange license for a local bank, overseeing a team of trade finance product manager & trade specialist, overseeing various type of plain vanilla and complex trade transaction for large local corporates, whether for cross border or domestic trade transaction.

Profile of Lead Trainer

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Armandi Oesman was a frontline banker with 15+ years solid experience. His extensive credit and lending skills obtained from his working experiences throughout Asia (Indonesia & Thailand), Europe (UK) and Middle East (Oman). His career started as management trainee in HSBC Indonesia and since then he worked his way in corporate banking world.

He is highly passionate in helping clients achieve their objectives, where he always believed in the importance of being a trusted advisor who provides world-class advice for them. His ability to nurture relationship with clients & stakeholder combined with his strong technical skills around corporate finance, debt structuring and advisory, enable him to tailor-make solutions for different customer needs and grow the business on all his roles in different countries.

Together with Aldi, Arman is currently building Mentor Inc., a mentoring platform that accelerate knowledge sharing for individuals and institutions.



Wicaksono Adipermana (Ongky) is a seasoned banker with 25+ years of hands-on experience in the banking industry. He has worked in various type of banks in Indonesia (local, state-owned and islamic banks) and all of them operated in the corporate banking segment. His experiences include serving corporate client/segment to cover syndication, club deals, structured finance, corporate finance and project finance in both on-shore and off-shore transactions in various industrial sectors.

His past experienced covering structured finance, project finance, corporate finance and syndicated loans with portfolio within various sectors such as infrastructure (toll-roads, airports, power plants, telecommunication, railways), plantations, poultry, mining/oil & gas, construction, and property.



Yosavat J.A.W starting his career in the field of human resource competency development and continuing in the field of sales in the Banking and Financial Planning Industry. At the year 2008 joining a joint venture company, leaning regions and their marketing personnel and sales services strategies. Really likes challenges in Business Management, Leadership and collaboration aimed at achieving targets, as well as long-term business relationships. Trained in the field of business and Human Resource Development, by optimizing communication and negotiation approach strategies. Prioritizing partnership & ecosystem relationship, so that the value chain of business is maintained through a Communication, Coordination & Collaboration approach.

Profile of Lead Trainer

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Bugi Prima Niman started his career as a banker in Lippo Bank, He has been manage and supervise domestic banking operation and services in Branch. After 9 years in Banking, He entered insurance industry (AIG Lippo) as Regional Training Head, based on Surabaya with responsibilities to develop knowledge and skills for sales people (Financial Advisor) in Central Java, East Java, Bali, Kalimantan and Sulawesi.

Then, Bugi move to another industry which is cellular industry in Natrindo Telephone Cellular (AXIS) as Corporate Support Head, with role & responsibilities to support, manage and supervise direct sales. Having experiences as a banker, sales insurance and cellular, Bugi continued His journey to manufacture industry in New Minatex, textile company in Malang, East Java to build corporate learning & development institution. After 2 years, He joined back to banking in CIMB Niaga.

He was facilitating and teaching in various organizations, both government and private, and now He also a Guest Lecture in University of Indonesia, Depok.



W. Adji Wibowo has more than 24+ years of transaction banking experiences. His passion to mentor people has made him put aside his latest function as a Senior Advisor to the Chief Executive Officers of Panin Bank and JTrust Bank where he played an important role in determining the banks' strategies, which included Funding Growth (CASA) and Transaction Banking.

Preceding these proles, W. Adji Wibowo was the Asia Pacific Regional Head of Transaction Banking for CIMB Group and Country Head of Transaction Banking with Deutsche Bank, CIMB Niaga and Standard Chartered Bank in Indonesia. He took full responsibility of the cash management, trade finance and custody franchise businesses. His experiences also extended to the initial setup of cash management in Thailand, Singapore, Malaysia, Vietnam and South Korea. Additional career experiences included his position as Independent Commissioner at PT Asuransi Jiwa Advista.

W. Adji Wibowo obtained his Master's Degree in Business Administration in Belgium where he has spent 15 years of his life.

Profile of Lead Trainer

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Senior RM Corporate Banking is a seasoned banker with 15+ years of hands-on experiences in banking industry. He has works with multiple regional & global bank in Indonesia and currently he manage a team of relationship manager in corporate banking department for state-owned enterprises & large local corporate segments.

He has strong & diverse skills in corporate finance, company valuation, financial analysis, financial modeling, and capital market. He is experienced in loan syndication, project finance, acquisition financing, DCM/ECM, trade finance & cash management He also has deep understanding on multiple sectors such as infrastructure & utilities, telecommunication, media & technology, oil & gas, mining and others.



Digital Ecosystem Head is an expert on digital business who focus on product and business development. He has extensive 10+ years of hands-on experience from various type of banks and all of them are in transaction banking and digital business. He also spent 3 years of his career in top decacorn companies in Indonesia as Senior Product and Special Project Manager.

He is very well versed in the field of transaction banking. His multiple experiences in revamping or launching a new-products, establishing cooperation with various scale of startup industries, reengineering business & operational process and leading new initiatives and projects to grow the bank's business in a safe and sustainable way will bring rich, comprehensive & applicable/practical knowledge for the participants.



VP Sharia Banking is a seasoned banker with 15+ years of hands-on experiences in banking industry. He has works with multiple banks from local to regional. His past experiences prior to sharia banking include as RM of corporate banking segment handling various industries such as oil & gas, mining, telecommunication, property, retail & services.

He is currently working as Sharia product partner for one of the biggest regional bank in South-East Asia. Where he collaborate with Corporate Banking segment to identify business opportunity, identify risk & sharia compliance aspect of the structure and provide solution and risk mitigation.

Profile of Lead Trainer

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A seasoned banker with 14+ years of hands-on experiences in banking industry. His experiences include serving corporate client/segment to cover syndication, club deals, structured finance, corporate finance and project finance in both on-shore and off-shore transactions in various industrial sectors.

His past experienced covering structured finance, project finance, corporate finance and syndicated loans with portfolio within various sectors such as infrastructure (toll-roads, airports, electricity, telecommunication, railways), plantation, poultry, multi finance, mining/oil & gas, aviation, construction, and property.



Vice President Market & Traded Credit Risk Management has more than 12 years of experiences in local and international/global bank, where he is now currently working with. He is experienced in handling market risk arising from various type of treasury products e.g: money market, FX, Fixed Income Securities, Derivative products, Futures, and Options.

After more than a dozen of hands-on experiences, now he possessed extensive and comprehensive knowledge and best practice how to manage market risk in trading book, including the qualitative & quantitative analysis.

His experience on building business intelligence using python, made him also mastering how to implement statistical & machine learning modeling from the market risk perspective.



Senior Vice President Syndication Head is a seasoned banker with 16+ years of hands-on experience in the banking industry. He has worked in various type of banks in Indonesia (local, islamic, state-owned and regional banks) and all of them operated in the corporate segment.

He is very well proficient in specialized lending, both bilateral and syndicated loans, as well as structured, project financing, and mergers & acquisitions. His long-term experience in asset distribution enriches him with diverse risk appetites in banks, both local and regional. He also provided the opportunity to be actively involved in handling the restructuring syndicated deals. Given the experience, he has a complete view in setting the bank's target market, as well as executing and monitoring deals.