



Susanto Onie,

*M.Commerce., M. Quality Management., Australia
Fellow AIM., Senior Associate Finsia, Australia*

Higher Education :

- MASTER OF QUALITY MANAGEMENT, Australia.
- MASTER OF COMMERCE IN HUMAN RESOURCES & MANAGEMENT, Australia.
- CHASE MANHATTAN BANK CORPORATE BANKING TRAINING PROGRAM, Jakarta – Hong Kong - New York.
- BACHELOR OF COMMERCE ECONOMICS, Australia.

Professional Membership :

- Associate Fellow Australian Institute of Management.
- Senior Associate Australian Institute of Banking and Finance (FINSIA - Australia).

A long time senior executive with over 30 years of experience in the local and global banking, and financial services industry.



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Experience & Professional Achievement :

- **2005 – Present :** **MANAGING DIRECTOR,** Indonesian Institute of Management, Indonesia.
 - ❑ Sebagai Business and Organization Development Advisor pada beberapa Lembaga Keuangan Nasional & Internasional
 - ❑ Memberikan Training Business Reengineering dan Credit Risk Management kepada lebih dari 30 Lembaga Keuangan Nasional & Internasional
- **2010 – 2012 :** **EXECUTIVE DIRECTOR,** Head of Channels UOB Bank, Indonesia.
 - ❑ Restruktur Organisasi Jaringan Cabang se Indonesia (240 Cabang) dan Meningkatkan Business serta Profit Nasional sebesar 35% dalam waktu 12 bulan.

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Experience & Professional Achievement :

- **1993 – 2004** : SENIOR EXECUTIVE VICE PRESIDENT, Chief Credit Officer.
Danamon Bank, Indonesia.
 - ❑ 1990 – 1996 : Team Inti Pengembangan Bank dari Asset 500 Milyar menjadi lebih dari 20 T
 - ❑ 1999 – 2002 : Membangun Kembali Organisasi, Sistim Kerja, Jaringan Cabang dan Mengembangkan Volume Bisnis di Regional 1 (55% dari Total Bisnis Bank), dari 5 T menjadi 26 T dalam 3 Tahun
 - ❑ 2003 : Mempersiapkan Portfolio Bank untuk menarik Investor International (Divestasi)
- **1990 – 1993** : VICE PRESIDENT, Head of Financial Institution and Head of Corporate Banking.
Westpac Banking Corporation, Indonesia.(Currently known as ANZ Bank).
 - ❑ Salah satu Pendiri dan Head of Corporate Banking & Financial Institution
- **1988 – 1990** : DIRECTOR OF CREDIT MARKETING
The Chase Leasing, Indonesia.
- **1985 – 1988** : AVP Corporate and Investment Banking,
The Chase Manhattan Bank, N.A., Indonesia.