

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 Cabangse 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.