

Danang Widodo
Managing Director, PT Pet Norton Consulting International
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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.
- 7 years experiences in NGO management practices, public-private partnership and funding, including several years on-site management and consulting.
- Strong Leadership, Management and Analytical skills with good understanding of Corporate or Organization 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:

Current Project

- **Senior Financial Advisor** (Ad-interim CFO, phasing out and transfer period to a definitive CFO position based in Hawaii) - Sustainable Fisheries Partnership (SFP)

Foundation. SFP was founded in 2006 as an independent non-governmental organization (NGO) capable of breaking new ground in the world of sustainable seafood and marine and freshwater conservation through engagement and catalyze global seafood supply chains in rebuilding depleted fish stocks and reducing the environmental impacts of fishing and fish farming.

Responsibilities included:

- **Accounting:** general ledger accounting, accounting related to non-profit organization, revenue accounting, accounts payables and payroll, ensures appropriate internal controls are in place under GAAP standards, related FASB standard and ensures the effectiveness of accounting systems within the Organization.
 - **Strategic Planning, Budgeting, Forecasting and Financial Analysis:** developing the multi-year annual operating budgets & manages the ongoing annual budgeting and long-range forecasting process to ensure accuracy of financial information, prepares various financial analyses and ad-hoc financial planning for a variety of constituencies, including Foundation Board of Governors, CEO and other internal and external reporting.
 - **Audits and Reporting:** works closely with outside auditors and the Audit Committee of the Board of Governors to ensure the SFPF receives a clean audit report, ensure the internal control of daily accounting process in place and embedded in the system and processes, manages the relationship with the external Audit Partner-in-Charge and the Chair of the Audit Committee and ensures all required filings and reporting are completed in an accurate and timely fashion, including 990, 990-T, 199, etc.
 - **Corporate Governance:** ensures compliance with all corporate governance requirements, including updates to organization bylaws, working with the Senior NGO Consultant, other Consultants, COO and CEO, the CFO establishes and monitors policies and procedures to ensure the highest level of compliance and transparency for the SFPF, responsible for the establishment and sustained maintenance of financial objectives for the organization to ensure continued growth and sustainability.
 - **Organization/People:** provide leadership, training and development of the finance and accounting personnel as well as implementation of a cohesive development process to direct reports.
 - **Development:** constantly helps in the refinement of the organization funding strategy and will participate in the preparation of financial projections for new funding opportunities, perform the necessary financial modeling when evaluating new funding opportunities and cost modeling.
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- **Management Support Systems Developer – Bali Tourism Development Corporation (BTDC).** BTDC is a state-owned corporation which focused on development of high-end tourism facilities in Bali. The company has been successfully developed and promoted Nusa Dua area in Bali into an international standard facility for world class hotels and resorts. The assignment consist of designing and developing an Enterprise Resources Planning (ERP) system consists of integrated modules:
 - Finance : accounting, Account payable, account receivable, cash management, banking and treasury, budgeting reporting and analysis

- Customer Relation Management : Clients relations and contracts managements, revenue tracking, link contracts to Account Receivable
 - Purchasing and inventory : Purchase Requisition, Purchase Orders, routine and project procurements, inventory controls
 - Project Management : Construction management and work-in-progress monitoring, installation and ad-hoc projects, link module to CRM
 - Assets Management: Assets tracking system, Depreciation, Write-off, link to Finance, Purchasing and Project Management
 - Human Resources: Staffing, payroll and benefits, leave and attendance, training, recruitment.
- **Financial Representative of Walton Family Foundation (WFF) - Marine Program.**
The Walton Family Foundation, established by Sam and Helen Walton - the founder of Walmart, engages in a philanthropic mission with several funding areas including focus on environment management. Under the environment program, the foundation provides generous funding for the development networks of Marine Protected Areas in several international biodiversity hotspots. The Foundation is currently supporting comprehensive marine conservation and restoration projects in the Eastern Tropical Pacific Seascape, centered around the Galapagos, and the Coral Triangle Seascape in Indonesia and the Southern Philippines. The projects had been entered into mature project after the initial 6 years investment and the renewal 3-years funding is about to start in July 2011 for Eastern Tropical Pacific Seascape and the Coral Triangle Seascape in Indonesia.

Responsibilities included:

- Design and developed budgeting, project monitoring and financial report process and system for the whole seascapes.
 - Participate in the annual implementation plan and budgeting session with grantees and sub-grantees
 - Ensuring financial and programmatic compliance of the implementation plan and budget.
 - Provide periodic financial overview and report for all seascapes
 - Conduct financial audit and ad-hoc audit based on request from the foundation
- **Independent Contractor.** Financial Feasibility Study of Alor Marine Protected Area – WWF Indonesia

Past Project

- **Independent Trainer.** Spreadsheet base Annual Budget and Workplan development – WWF Indonesia
- **Independent Contractor.** Financial Feasibility Study of Savu Sea Marine Protected Area – The Nature Conservancy, Marine Program, Indonesia
- **Consultant** for Financial and Budget Calculation on Compilation of an Implementation Plan towards the Control of Trawling Effort in Brunei Darussalam – Department of Fisheries, Ministry of Industry and Primary Resources, Brunei Darussalam

- **Consultant** Financial and Budget Calculation on Compilation of an Implementation Plan towards the Establishment of Marine Reserve Network in Brunei Darussalam – Department of Fisheries, Ministry of Industry and Primary Resources, Brunei Darussalam
- **Consultant** on Marine Protected Area Preliminary Study in Brunei Darussalam – Department of Fisheries, Ministry of Industry and Primary Resources, Brunei Darussalam
- **Independent Facilitator.** Partnership review of the The Nature Conservancy – World Wild Fund Joint Program with the Wakatobi National Park – The Nature Conservancy, Marine Program, Indonesia.
- **Management Support Systems Developer – Sustainable Fisheries Partnership.** Designed an integrated accounting, budgeting, and financial planning system.
- **Management Support System Developer – PT. Putri Naga Komodo.** Developed merchandise, ticketing, and financial system.
- **Senior Project Advisor to The Nature Conservancy Coral Triangle Center (Indonesia).** Strengthened operation, administration and financial management in PT Putri Naga Komodo, a joint-venture company between TNC and private partner, manages eco-tourism in Komodo National Park, Indonesia.
- **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 Public, NGO Development and good governance.
- Computer Literacy: Microsoft Office, Advance Microsoft Excel and VBA,
- posses in-house developer team with outstanding capabilities in Java programming, Visual Basic, PHP and other web applications, SQL,MySQL, PostgreSQL, Oracle, Microsoft access