

# Muhamad Faroek

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## PROFESSIONAL SUMMARY

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Tech-driven professional with over 10 years of experience in IT infrastructure, cloud computing, and technology sales.

Skilled in network systems, Linux administration, and cloud platforms (AWS Certified Cloud Practitioner).

Proven track record in sales as a Sales Executive at PT Netmarks Indonesia, achieving nearly IDR 400M in revenue within 6 months. Strong communicator with the ability to bridge technical and business needs, adapt to new tools quickly, and deliver results in both technical and customer-facing roles. Currently seeking remote opportunities in IT support, cloud, or technology-related sales.

## WORK EXPERIENCE

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### Freelance IT & Cloud Projects

- Deployed and configured Odoo ERP (Ubuntu + PostgreSQL) on AWS EC2.
- Migrated and hosted WordPress sites on cloud infrastructure.
- Set up mail services integration (SES, Zoho, ImprovMX, Brevo).
- Configured Linux servers, networking, and basic security hardening.
- Provided ad-hoc IT support and server setup for small businesses and personal networks.

01/2024 – Present  
Remote / Self-employed

### Sales Executive (Network Infrastructure & Cloud Solutions),

*PT Netmarks Indonesia*

- Generated leads, managed pipelines, and closed sales across multiple technology products.
- Products sold: Aruba, Ruckus, Cisco networking, Microsoft 365, HCI solutions (SimpliVity, Nutanix, VxRail), and managed services.
- Engaged with principals/vendors to understand product positioning and tailor solutions to client needs.
- Created quotations and proposals in collaboration with sales consultants.
- Achieved nearly IDR 00M in revenue within 6 months.
- Resigned voluntarily despite contract extension offer, to pursue freelance and cloud projects.

07/2023 – 12/2023  
Jakarta

### Network Engineer (CentOS 7.0), *Javaonline*

- Installed and configured servers for Haji Khusus Application.
- Implemented security hardening and automation (backup & bridging).

09/2017 – 12/2018  
Project for Kementerian Agama RI, Jakarta

### Assessor IT Governance (COBIT 5.0), *Javaonline*

- Conducted IT governance assessment and created maturity level documentation.
- Delivered training on network assessment tools to IT staff.
- Developed roadmap, recommendations, and UAT execution.

05/2017 – 08/2017  
Project for Dewan Ketahanan Nasional

### Presales Consultant, *Javaonline*

- Bridged communication between clients, sales, and technical teams.
- Composed proposals, presentations, and technical documentation.

10/2016 – 03/2017  
Jakarta

### IT Staff, *STTI I-Tech*

- Installed and configured servers (file sharing, education portal).
- Configured Mikrotik ClearOS and Zentyal OS.
- Managed Microsoft Certiport certification system and served as exam proctor.

02/2015 – 09/2016  
Jakarta

- Conducted SEO and SERP optimization for company website.

**IT Staff, PT Semultic WTP Indo Logistic**

11/2013 – 07/2014

- Maintained computers, networks, Accurate System, email, and fingerprint system.
- Managed website and email server.

Jakarta

**IT Support, Javaonline**

06/2010 – 12/2010

- Provided IT support for computers and network infrastructure.
- Performed regular maintenance on network connections.

Project for BARESKRIM  
MABES POLRI, Jakarta

**EDUCATION**

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**Bachelor of Information Technology, STMIK ERESHA Jakarta**

2010 – 2014

GPA: 3.32 / .00

**LANGUAGE SKILLS**

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**Bahasa Indonesia**

Native

**English**

Excellent (written & spoken)

**CERTIFICATIONS**

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- - AWS Certified Cloud Practitioner
- - Cisco NetAcad: Introduction to Cybersecurity, Networking Basics
- - Microsoft Certification Proctor (via STTI I-Tech)

**PROFESSIONAL SKILLS**

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**Cloud & Systems**

AWS (EC2, SES), Linux (Ubuntu, CentOS), Windows Server, Odoo ERP, WordPress

**Networking**

Cisco, Mikrotik, HCI (Nutanix, SimpliVity, VxRail), Network Assessment

**Sales & Business**

Lead Generation, Presales, Proposal Writing, Pipeline Management, Cross-Selling, Quotation Preparation

**Governance**

IT Governance Assessment (COBIT 5.0)

**Other**

Microsoft 365, CMS (WordPress), SEO basics