Benedictus Sebastian Aria Pratama

Business Development

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SUMMARY

Business developer with an engineer's toolkit: a Digital Business and Innovation graduate who has built and pitched live products across Indonesia and Japan. Scoped a forecasting marketplace for Indonesian UMKM sellers, pitched HirePassport's vision and acquisition strategy, and works in Indonesian, English and Japanese.

SKILLS

Business: Market research, value propositions, user acquisition strategy, pitching and live demos, PRDs, customer journey mapping, entrepreneurial strategy
Technical: Python, SQL, React, Supabase, Midtrans payments, XGBoost forecasting, Gemini API
Tools: Figma, Photoshop, Streamlit, Git
Spoken languages: Indonesian (native), English (fluent), Japanese (conversational)

PROJECTS

HirePassport | Technical Product & UI Lead — Jun 2026
SDGs to Startups Hackathon, Tokyo | React, TypeScript, Supabase, Gemini API, FastAPI, ElevenLabs

- Led product and UI for an AI hiring platform: candidates sit one AI interview and earn a portable skill score that is reused to match them with many jobs, cutting first-round screening for companies.
- Pitched the product vision, user acquisition strategy, architecture and a live demo to the judging panel.

SnackTrack | Technical Lead, Full Stack & ML — 2025 – 2026
demo-snacktrack.conradium.my.id | Python, XGBoost, FastAPI, Supabase, React, TypeScript, Vercel Edge, Midtrans

- Led a marketplace that gives Indonesian small snack businesses (UMKM) a weekly sales forecast and stock advice for every product they sell.
- Designed for non-technical, mobile-first sellers: plain-number stock advice, cash on delivery, in-app buyer chat and one order list from unpaid to delivered.
- Turned forecasts into decisions: recommended stock is the forecast plus a safety buffer scaled by each model's own MAPE, shown as one number per product.

Himotoki | Product Engineer, Mobile & Learning — 2026
himotoki.web.app | TypeScript, Expo, React Native, Hono, SQLite, Firebase

- Grew a dictionary into a learning product, adding a learning hub with guided courses and listening and reading practice next to search and flashcards.

IPOLens | Lead Developer — 2024 – 2025
Python, Pandas, Streamlit, Gemini API

- Built a data pipeline for Indonesian IPOs that scrapes new listings, cleans raw files into JSON and CSV, and backfills 2021–2022 history from public Kaggle datasets.

Copiya | Lead Developer — 2026

- Took a buyer-and-seller e-commerce platform from wireframes to deployment on Vue 3, Pinia, Express.js and Supabase, with a focus on UI/UX and the customer journey.

EXPERIENCE

Freelance Developer | Client projects — 2025

- Chromaticas, a VTuber talent agency: built the landing page and a Streamlit talent-manager tool that checks creators' YouTube channels. RslStore: built a Discord shop bot with tickets, auto-roles and order handling.

EDUCATION

Tokyo International University | B.Sc. in Digital Business and Innovation — Aug 2026

- Relevant coursework: Entrepreneurial Strategies (A), Principles of Management (A−), Cybersecurity and Applications (A), Foundations of Python (A), Python for Data Science & AI (A−), Data Science & AI Project (A−)

OTHER EXPERIENCE

Heatsystem, Tokyo | Heavy-Duty Operations Specialist (Part-Time) — 2023 – 2026

- Completed 320+ on-site jobs (9–11 client sites a month) alongside a full-time degree with zero safety violations and 100% attendance; agreed scope and sign-off with site managers and trained new hires.