

# Maria Nugroho

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## EDUCATION

<b>University of Cambridge, Judge Business School</b> <i>Master of Business Administration</i> ; Concentration: Digital Transformation Cambridge Judge Merit-Based Bursary Award; Co-President Tech Club, CUSEAS	<b>United Kingdom</b> 2021 – 2022
<b>Pelita Harapan University</b> <i>Bachelor of Economics</i> . GPA: 3.64/4.00 (Top 1%); HSBC Scholarship Recipient (2013)	<b>Indonesia</b> 2010 – 2014

## WORK EXPERIENCE

<b>Amazon Web Services</b> <i>Senior Program Manager</i>	<b>United Kingdom</b> Oct 2022 – present
<ul style="list-style-type: none"><li>Led the design and go-to-market strategy for the pain points tracker program for AWS' 115k+ employees, achieving a 30% reduction in employee-reported complaints within six months.</li><li>Designed a market scaling strategy program to launch AWS' leadership principle workshops in EMEA, APAC, and NAMER.</li><li>Proposed a hybrid workplace strategy program and conducted both internal database and competitor analysis.</li></ul>	
<b>Jagex</b> <i>MBA Lean Six Sigma Consultant</i>	<b>United Kingdom</b> July 2022 – Sept 2022
<ul style="list-style-type: none"><li>Discovered partnership campaign onboarding process improvements with 3rd-party publishing merchandisers, using Lean Six Sigma's DMAIC framework.</li></ul>	
<b>Samsung Electronics</b> <i>MBA Consultant</i>	<b>United Kingdom</b> March 2022 – April 2022
<ul style="list-style-type: none"><li>Developed marketing promotional programs for a new Samsung device targeting ~2.4M UK students.</li></ul>	
<b>Rnwl</b> <i>MBA Consultant</i>	<b>United Kingdom</b> Oct 2021 – Dec 2021
<ul style="list-style-type: none"><li>Identified £6.2 Bn in cost-saving opportunities for car insurance customers generated from open finance and data portability regulation development in the UK, contributing to the enhancement of Rnwl's product offering strategies.</li></ul>	
<b>Egon Zehnder</b> <i>Senior Research Analyst Southeast Asia (Technology &amp; Retail Division)</i>	<b>Indonesia</b> Dec 2017 – Jul 2021
<ul style="list-style-type: none"><li>Led a geographically distributed team and delivered a conversion project worth \$6Mn for 61+ C-level projects.</li><li>Formulated roadmaps based on the client's vision for organization transformation projects within 2 months.</li><li>Streamlined operations in the client's back-office administration post-merger, reducing man-hours by 40%.</li><li>Created an automation tool to track and report proposal requests, improving the conversion rate to 98%.</li></ul>	
<b>Robert Walters</b> <i>Consultant (Technology Division)</i>	<b>Indonesia</b> Aug 2015 – Nov 2017
<ul style="list-style-type: none"><li>Pioneered market penetration programs within 3 sub-sectors of the technology industry (digital, financial services, and B2C), generating an additional ~\$450K in revenue/quarter.</li><li>Developed a client retention and candidate referral program, increasing the firm's annual revenue by 45%.</li></ul>	
<b>Microsoft</b> <i>Program Manager</i>	<b>Indonesia &amp; Singapore</b> May 2013 – Jul 2015
<ul style="list-style-type: none"><li>Initiated distributors' development programs and internal campaigns, contributing to 86.8% annual cost reductions.</li><li>Increased forecast accuracy and business productivity, reducing processing time and error rate by 15%.</li><li>Led growth initiatives for hardware categories across multiple channels, improving quarterly sales rate by 50%-250%.</li><li>Designed partnership license program for software and hardware products, resulting in increased annual sales from key distributors by 20%.</li></ul>	

## ADDITIONAL INFORMATION

**Technical Competencies** : Lean Six Sigma Green Belt certified, CapitalIQ, Factiva, MS Office, Python, R, Tableau, SQL

**Interests** : Volunteer English & Math teacher for young children; backpacking enthusiast

**Languages** : Indonesian (native), English (fluent), Chinese (basic)