



Harry Tjoa

Professional Expertise/Services

Had the hand on expertise on developing people, sales & marketing and operation from :

- Boehringer Ingelheim – A World Class Pharmaceutical Company from Germany, started as Medical Representative and my last position was Sales Director.
- IMPAC – A World Class Implementer Company from USA starting as an engineer and my last position was Project Director.
- Marketing Directors in a Local Pharmaceutical Industry and in a Manufacturing & Marketing Flexible Plastic Products.
- CEOs in Manufacturing & Marketing Paper Products and in a Manufacturing & Importer & Marketing Building Material Products.

Recent Assignments

- Astra Management Development Institute Representing Binus University Jakarta Indonesia for Astra International SBU's Leaders on Leadership.
- Astra Daihatsu Motor Representing Binus University Jakarta Indonesia for Astra Daihatsu Motor's Leaders on Leadership.
- Bakrie Sumatera Plantation Representing Binus University Jakarta Indonesia for Bakrie Sumatera Plantation's Leaders on Leadership.
- Chandra Asri the biggest Petrochemical Industry in Asean for my own company for Chandra Asri's Leaders on Change for a Better Future.

Education and Professional Affiliations

- **Post Graduate Diploma in Business Administration from DeMontfort Leicester University in UK/ England.**
- **Behavioural Analysis®** by Richard Lanyon from Canada.
- **Masterful Coaching®** by Richard Hargrove from USA.
- **Negotiation Skills®** by Ira Isherman from USA.
- **Professional Selling Skills III®** by Learning International from Australia.
- **The Leadership Challenge®** by James M. Kouzes and Barry Z. Posner from USA.

Contact Information

Harry Porter Doyle Consulting
C/4. 12. A Complex Perumahan Taman Aries.
Meruya Utara - West Jakarta.
Jakarta – Indonesia 11.620.
Phone # 021, 584.2069.
Mobile Phone # 0816.970445.
E-mail address harrytjoa@yahoo.com.sg