



## Yansa Sasanadharna Curriculum Vitae

**YANSA SASANADHARMA, Ir, MM, AAAIK**

**Place/Date of Birth:** Jakarta, 19 January 1969  
**Sex:** Male  
**Religion:** Moslem  
**Marital Status:** Married  
**Home Address:** Jl. Kejaksaan No. 40, Pondok Bambu,  
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**Professional title:** A3IK (Ajun Ahli Asuransi Indonesia – Kerugian)



### WORKING EXPERIENCES

**2012 - now**      **Department Head of Energy Group – PT Tugu Pratama Indonesia**

***Job responsibility:***

- Coordinating managers to provide excellent services to clients e.g. to support insurance claim from clients
- Managing team in bidding document preparation and assisting underwriters to liaise and discuss with reinsurance market/brokers in meeting clients' need
- Leading consortium of insurance companies in convincing SKK MIGAS' operational package & project insurances
- Having a self authority with negotiation of overseas reinsurance market on offshore oil & gas insurance

**2009 – 2012**      **Account Manager at Oil & Gas 2 Group - PT Tugu Pratama Indonesia**

***Job responsibility:***

- Team leader for managing existing clients i.e. BPMIGAS and established oil companies in Indonesia, approaching new prospective clients i.e. newly entered oil companies and actively exploring new business i.e. oil & gas contractors.
- Team leader for Liability/Cargo/Workmen Compensation Insurance tender of major accounts such as Chevron Indonesia, ConocoPhillips Indonesia, Total Indonesia, ExxonMobil, Premier Oil, BP Indonesia.
- Coordinator for consortium of insurance companies in applying to tender of BPMIGAS/K3S Assets & Wells Insurance Package (2010-2012) & BPMIGAS Construction Insurance (2009-2011).
- Coordinator & supervisor for Reinsurance Broker tender and underwriting process of Terang Project Kangean Energy Indonesia.
- Coordinated with team in relation to written/oral communication, data collection and clarification, premium calculation and underwriting process of BPMIGAS/K3S's assets & wells Insurance.



- Supervised underwriting process of several big projects' tender such as South Mahakam Project Total Indonesia, Gajah Baru Project Premier Oil. Pertamina TTU Tuban project, Onshore & Offshore pipeline operational Pertamina, CBM wells Pertamina EP, SPM installation, Jetty construction, pipeline installation, & FSO construction
- Supervised Risk Management Process for clients specialized in Risk Survey activity

**2003 - 2009**

**Account Officer at Oil & Gas 2 Group - PT Tugu Pratama Indonesia**

***Job responsibility:***

- Assisted Account Manager to manage existing clients and actively approach new prospective clients.
- Coordinated with Account Manager and supervised team in relation to written/oral communication, data collection and clarification, premium calculation and underwriting process of BPMIGAS/K3S's assets & wells Insurance.
- Team leader for Liability/Cargo tender of medium and minor accounts such as Hess Indonesia, CNOOC, Petrochina, Santos Petroleum, Talisman Ogan Komering, Petronas, Petroselat, Tately Oil.
- Coordinator for consortium of insurance companies in applying to tender of Total Tunu 12 & 13 project (2008), Chevron North Duri project (2008), Hess Ujung Pangah project (2008), Total Tunu 11 and Peciko 6 project (2007), Conoco North Belut project (2007), Conoco Kerisi Hiu project (2005), Total Sisi Nubi/Tunu 10/Peciko 5/Tambora 2 project (2005).
- Assisted Group/Division Head in tender process of Reinsurance Broker Selection for Total Tunu 12 & 13 project (2008), Chevron North Duri project (2008), Hess Ujung Pangah project (2008), Total Tunu 11 and Peciko 6 project (2007), Conoco North Belut project (2007), Conoco Kerisi Hiu project (2005), Total Sisi Nubi/Tunu 10/Peciko 5/Tambora 2 project (2005).

**1995 - 2003**

**Staff Administration at Oil & Gas 2 Dept, Marine & Aviation Division - PT Tugu Pratama Indonesia**

***Job responsibility:***

- Assisted Account Officer for daily activities such as written/oral communication, data collection and clarification, filing, premium calculation input of BPMIGAS/K3S's assets & wells Insurance in 2003 and Pertamina/PSC's assets & wells Insurance period 1995-2003.
- Assisted Account Officer/Manager in underwriting process of Total Tunu 9 project (2003), Conoco Belanak (FPSO & platform) project (2002), Total Peciko 4 project (2002), Total Tunu 8 project (2001), Total Tunu 7 project (1999).

**1994 - 1995**

**Account Executive at PT Simas Life - Life Insurance**

***Job responsibility:*** Assisted Account Manager in managing existing clients and searching for new business.

## TRAINING AND COACHING

Learning  
August 2008  
Center

"The power of being  
June 2009

**1-month Job Training** at Tugu Hong Kong (Subsidiary of PT Tugu Pratama Indonesia) to have an in-depth training of marketing and underwriting process in Tugu Hong Kong.

**1-month Temporary Overseas & Treaty Manager** at Tugu Hong Kong (Subsidiary of PT Tugu Pratama Indonesia) during replacement manager selection process.

**Job responsibility:** Assisted Division Head in overseas underwriting business from Southeast and East Asia such as Indonesia, Thailand, Singapore, Vietnam, and South Korea.

**2008 – 2012** Coaching, Presenting and leading discussions in front of insurance and oil company practitioners such as Adira Insurance (on behalf of IMMI), Bumi Siak Pusako oil company, Husky oil company, Inpex oil company, CNOOC oil company, Total Indonesia oil company etc in relation to BPMIGAS/K3S's policy wording, Offshore Construction Insurance, Cost of Well Control Insurance etc.

**2012 - present** Regular speaker at Petromindo Oil & Gas insurance event, Pertamina Learning Center, Institute of Risk Management and Insurance, etc

## FORMAL EDUCATION

**2002 – 2005** Diploma of Insurance – Akademi Asuransi Indonesia

**2001 - 2003** Magister Management Finance – University of Persada Indonesia YAI

**1987 - 1992** Industrial Technology of Agriculture, Bogor Agriculture Institute

**1984 - 1987** Senior High School 68 Salemba, Jakarta