

Jimmy Susanto

Rukita Sunset Road #309, Jl. Sunset Road No.819 Blok A-10, Seminyak, Badung, Bali 80361, Indonesia
+62 856 669 1116 | +49 157 3676 6392 (WA)
jimmysusanto92@gmail.com | [LinkedIn](#)

ACADEMIC DEGREES

Sep 2018 – Jul 2020 TSINGHUA UNIVERSITY Beijing, China	Master of Science, Environmental Science and Engineering GPA: 3.75/4
Aug 2010 – May 2014 TRISAKTI UNIVERSITY Jakarta, Indonesia	Bachelor of Engineering, Industrial Engineering GPA: 3.86/4

WORK EXPERIENCE

Business Development Manager - Origination
Seagras Limited, ADGM, Abu Dhabi, United Arab Emirates

December 2023 – April 2025

- Managed the procurement of carbon credits and Energy Attribute Certificates (EACs) from global suppliers while establishing new relationships and maintaining strategic relationships to ensure supply pipelines.
- Developed a dashboard to track supply pipelines and integrate data from major registries, streamlining the process of finding the best projects based on client requirements.
- Developed a due diligence framework and conducted project evaluation to ensure quality and integrity before presenting them to clients.
- Conducted market research and analysis to support marketing and communications on the latest developments in the carbon market, including Joint Crediting Mechanism (JCM), CORSIA, Article 6 of the Paris Agreement, and updated Nationally Determined Contributions (NDCs) in some countries.
- Delivered introductory workshops on voluntary carbon market for companies new to the sector, guiding them on carbon pricing and how to integrate it into their business strategy.

Carbon and Green Energy Sourcing Manager
ClimatePartner GmbH, Munich, Germany

July 2022 – November 2023

- Managed carbon offset and green energy procurement across Asia Pacific with a focus on Renewable Energy, fostering strong supplier relationship and driving cost-effective procurement
- Managed purchase planning and identified options for strategic and back-to-back purchases, actively engaging in agreement negotiations with counterparties
- Collaborated closely with the sales team and portfolio managers to evaluate and select the best option for carbon offset and green energy certificate aligned with company goals
- Successfully developed and implemented a customized dashboard that integrates several registries, optimizing market sourcing and outreach processes

Business Analyst
Evalueserve Business Consulting (Shanghai) Co., Ltd., Shanghai, China

August 2020 – December 2021

- Processed clients’ requirements (what needs to be done and how) under the guidance of a project manager
- Conducted extensive research on a variety of research/consulting projects
- Actively contributed to team discussion on problem solving, brainstorming effective approaches to deal with project-specific issues

ACADEMIC ACHIEVEMENTS AND AWARDS

Research Assistant at Faculty of Industrial Technology, Trisakti University (Sep 2013 - Mar 2014)
China “One Belt One Road” Scholarship 2019 Awardee
Beijing Government Scholarship 2018 Awardee
The Best Graduate of Faculty of Industrial Technology (2014) at Trisakti University

Publications

- Susanto, J., Zheng, X., Liu, Y., Wang, C., 2020. **The Impacts of Climate Variables and Climate-related Extreme Events on Island Country’s Tourism: Evidence from Indonesia**. J. Clean. Prod. 276, 124204.
<https://doi.org/10.1016/j.jclepro.2020.124204>
- Expert System Development for Improving Quality At Rice Milling Unit**, Proceeding The 7th International Seminar on Industrial Engineering and Management (7th ISIEM), Bali, March 11th – 13th, 2014, page DSS 39-45.
- SECI Model Implementation for Improving Performance Of Rice Milling Unit**, Proceeding The 7th International Seminar on Industrial Engineering and Management (7th ISIEM), Bali, March 11th – 13th, 2014, page DSS 46-50.

ORGANIZATIONAL & SOCIAL WORK EXPERIENCE

Extensive volunteering experience and social entrepreneurship, including fundraising, teaching, tree planting, and nursing home care

SKILLS & LANGUAGES

- MS Office | Data Analytics (**Power BI***, **Tableau***) | Programming (Python, R Studio) | Sustainability Reporting (Introduction to the CSRD and reporting with the ESRS)
- Fluent in English, Chinese (Mandarin), Indonesian; Proficient in Malay; Basic proficiency in German (A2)
- Knowledge and experience with database services such as Refinitiv Eikon, BvD Orbis, Factiva, Euromonitor, EIU, EMIS, BvD Zephyr, Oxford Economics, Statista

**click the link to view the case study*