



# Diandra Regita Abigail Damanik

has been awarded a

## **CERTIFICATE OF COMPLETION**

for the **RevoU Tech Academy: Product, Data, Sales, & Marketing**  
as part of Studi Independen Bersertifikat (SIB) supported by Kampus Merdeka  
15 August 2022 – 22 December 2022 with final grade of

**91 out of 100 (A)**

**Matteo Sutto**  
CEO & Co-Founder

**Vanessa Geraldine**  
Head of New Programs

No: CMP/08-22/KM020227

Issued: 22 December 2022

PT Revolusi Cita Edukasi (RevoU) has verified the identity of this individual and their participation in this course

## REVOU TECH ACADEMY: PRODUCT, DATA, SALES, AND MARKETING SCORE TRANSCRIPT

Name: Diandra Regita Abigail  
Damanik  
No: CMP/08-22/KM020227  
Issued: 22 December 2022

|                    |           |
|--------------------|-----------|
| <b>Final Score</b> | <b>91</b> |
|--------------------|-----------|

| Conversion | Score    |
|------------|----------|
| A          | 80 – 100 |
| B          | 70 – 79  |
| C          | 60 – 69  |
| D          | 40 – 59  |
| E          | < 40     |

| No | Module                    | Hours | Score            | Sub-Modules                                                                                                                                                                                                                                 | Module Outcome                                                                                                                                                                                                                                                                                        |
|----|---------------------------|-------|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1  | <b>Digital Marketing</b>  | 200   | <b>90 / 100</b>  | <ul style="list-style-type: none"> <li>•Digital Marketing Measurement &amp; Analytics</li> <li>•Social Media Ads</li> <li>•Social Media Organic</li> <li>•Content Marketing</li> <li>•Digital Marketing Capstone Project</li> </ul>         | <ul style="list-style-type: none"> <li>•Understand the basics of marketing and its application in digital platform</li> <li>•Have basic knowledge about major online marketing channels</li> <li>•Understand the importance of strategic thinking and how to apply it in digital marketing</li> </ul> |
| 2  | <b>Tech Sales</b>         | 200   | <b>86 / 100</b>  | <ul style="list-style-type: none"> <li>•Tech Sales: Key Concepts &amp; Theories</li> <li>•Prospecting, Research, CRM, and Sales Tools</li> <li>•Written Communication Skills</li> <li>•Verbal Communication Skills</li> </ul>               | <ul style="list-style-type: none"> <li>•Understand the basics of sales and communication in the digital industry</li> <li>•Understand the consultative selling method used in the world of technology sales</li> <li>•Have basic knowledge about funnel and sales pipeline</li> </ul>                 |
| 3  | <b>Data Analytics</b>     | 200   | <b>87 / 100</b>  | <ul style="list-style-type: none"> <li>•Understanding Business Problem</li> <li>•Data Cleaning</li> <li>•Data Visualization</li> <li>•Data Communication</li> <li>•Data Analytics Capstone Project</li> </ul>                               | <ul style="list-style-type: none"> <li>•Understand the basics of data analysis and analytical thinking methods</li> <li>•Understand the general data structure and cleaning</li> <li>•Understand data visualization</li> </ul>                                                                        |
| 4  | <b>Product Management</b> | 200   | <b>93 / 100</b>  | <ul style="list-style-type: none"> <li>•Intro to Product Management</li> <li>•Research in Product Management</li> <li>•Product Development</li> <li>•Stakeholder Management</li> <li>•Product Management <i>Capstone Project</i></li> </ul> | <ul style="list-style-type: none"> <li>•Understand the basics of product management</li> <li>•Understand the difference between company vision and product vision</li> <li>•Understand the steps needed to define and prioritize market for a product</li> </ul>                                      |
| 5  | <b>Career Development</b> | 16    | <b>100 / 100</b> | <ul style="list-style-type: none"> <li>•Get More Opportunity: Power of Personal Branding</li> <li>•Building Up Your Assets Workshop</li> <li>•Curriculum Vitae Review</li> </ul>                                                            | <ul style="list-style-type: none"> <li>•Understand the soft skills needed to build a career in technology industry</li> <li>•Preparing the Assets needed to start a career in technology industry</li> <li>•Deepen and foster the concept of a growth mindset</li> </ul>                              |