Rafano Adrian Murdani

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

90 out of 100 (A)

Matteo Sutto
CEO & Co-Founder

Vanessa Geraldine
Head of New Programs

No: CMP/08-22/KM020317
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: Rafano Adrian Murdani
No: CMP/08-22/KM020317
Issued: 22 December 2022

Final Score	90

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	**Digital Marketing**	200	**95 / 100**	•Digital Marketing Measurement & Analytics •Social Media Ads •Social Media Organic •Content Marketing •Digital Marketing Capstone Project	•Understand the basics of marketing and its application in digital platform •Have basic knowledge about major online marketing channels •Understand the importance of strategic thinking and how to apply it in digital marketing
2	**Tech Sales**	200	**86 / 100**	•Tech Sales: Key Concepts & Theories •Prospecting, Research, CRM, and Sales Tools •Written Communication Skills •Verbal Communication Skills	•Understand the basics of sales and communication in the digital industry •Understand the consultative selling method used in the world of technology sales •Have basic knowledge about funnel and sales pipeline
3	**Data Analytics**	200	**81 / 100**	•Understanding Business Problem •Data Cleaning •Data Visualization •Data Communication •Data Analytics Capstone Project	•Understand the basics of data analysis and analytical thinking methods •Understand the general data structure and cleaning •Understand data visualization
4	**Product Management**	200	**88 / 100**	•Intro to Product Management •Research in Product Management •Product Development •Stakeholder Management •Product Management *Capstone Project*	•Understand the basics of product management •Understand the difference between company vision and product vision •Understand the steps needed to define and prioritize market for a product
5	**Career Development**	16	**100 / 100**	•Get More Opportunity: Power of Personal Branding •Building Up Your Assets Workshop •Curriculum Vitae Review	•Understand the soft skills needed to build a career in technology industry •Preparing the Assets needed to start a career in technology industry •Deepen and foster the concept of a growth mindset