

# John Ian Rutherford

**AECOM ~ Jakarta**

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heryantyaulia.dewi ~ Human Resources Assistant Manager  
South Quarter Building ~ Tower C, 5th Floor  
Jl. RA. Kartini Kav. 8, Cilandak Barat  
12430 Jakarta Selatan, Indonesia

**Dear Aulla,**

I wish to express my interest in the position of Associate Director of Architecture in Jakarta. I am seeking a leadership position with a world class company like AECOM because leading a team of professionals while improving the architectural landscape in Indonesia is something I would really enjoy and am very well equip to do. My talent as a leader and as a teacher is helping people do their best. People have always enjoyed working with and for me because they learn more about their own capability and they inevitably have fun doing it. Working with an esteemed company in Jakarta is also appealing to me as I have grown to love Indonesia and her people very much. My Indonesian wife of 15 years and our 13 year old daughter moved to Jakarta, from America, 8 years ago. We have a wonderful big Bataknese family and plan to stay for a long time.

Regarding my qualifications for this position, I am fluent in basic Bahasa Indonesia but more importantly I have a proven track record at finding the opportunities in "problems" to solve them in creative, productive and profitable ways. I have had the self motivation to developed systematic company-wide productivity and cost savings improvements. I have also had the leadership to able to inspire their implementation. I have a proven track record at getting things done on time and on budget and all while having fun with others doing it. As a leader, I am approachable and friendly but I am also firm about being a hardworking professional with integrity. When negotiating contracts or defending a client I use the same kind of no-nonsense diplomacy.

Regarding my *professional skills and* experience, I have managed and directed many projects from conception to completion. Some of which were, design build projects I completed 30 years ago when I started my own business. In my 30's, I was directing the completion of construction documents, while doing the construction administration and approving contractor payments on multiple, multi-million dollar projects. In my 40's I was simultaneously working on the design and construction of a 17 million dollar residence, while independently managing and directing the renovation of 40 rental homes.

My experience in architecture and in life has given me a work ethic that is nearly second to none. Whatever the problem\opportunity, I rise to solve it and, I have the skill, creativity and the energy to solve it well. I take pride in my own work and have a deep sense of duty about the work I do with others. I am a very good designer and I know the ropes of the architecture business as well.

I have broad range of interests and a diverse set of skills which makes it easily to find common ground with colleagues, clients, contractors, job foreman or tradesman. I know how to build things but I also have the social savvy to communicate with or calm clients and the knowledge and expertise to befriend builders and building officials. I have negotiated deals with The Beck Group and Bovis Lend Lease. I have sat across the table from clients who are billionaires and convinced building standard departments when other firms failed. I am comfortable in either situation and take pride in the diplomacy I am able to foster.

I am a family man, which also make me a company man. I am fiercely loyal and honor integrity. I have been able to make and keep friends for my entire life, including with former employers. I am good student because I have the willingness to listen and learn. My former leaders demonstrated and taught me superb leadership skills. I have been leading and teaching since university and have had many teams, interns and employees apprentice under me. We succeeded together at achieving some amazing things.

I invite you to contact any of my previous employers as I am completely confident that they will provide you, with a very good references, about me. Please note, that there is more I wish to share regarding why I am seeking this position and why I am qualified for it. My CV does have *hyperlinks* which can provide you with some more information about me. I have a 10 page CV, if you want to see that, but meeting in person is always the best. I will contact you next week to see about setting that up. I sincerely thank you for your time and consideration.

**Best Regards,**

  
John Ian Rutherford