

Ad Operations Associate

Job Description:

Get to know our Team:

GrabAds allows Advertisers, Agencies, and Merchants to engage the Grab Audience via innovative online and offline advertising experiences. Through our unique ecosystem and transacting user base, our clients are able to reach their desired audiences at scale, while driving measurable business outcomes.

We would like You to join our journey to create value for our users, drivers, merchants, and advertising partners, while continuing to make everyday lives better across Southeast Asia.

The regional team is based in Singapore, and the role will require you to work hand in hand with regional product management and country teams across Grab's eight markets, focusing on the areas that matter most to our merchants.

Get to know the Role:

Reporting to the Head of Ad Operations, you will be leading and managing the successful delivery of online advertising campaigns throughout the Grab ecosystem. The successful candidate will be responsible for delivering assigned projects & making necessary optimizations across multiple platforms, creating ad hoc & weekly reports, leading client correspondence on assigned accounts, and preparing delivery data for client billing.

The day-to-day activities

- Deliver a consistently high quality service level to GrabAds clients and internal account teams, adapted to market norms across SEA.
- Successfully deliver digital ad campaigns throughout the Grab ecosystem, measured by digital advertising and Business ROI metrics. This includes the utilization of unique-to-Grab platforms vs off the shelf ad tech platforms.
- Be expert around Ad Tech technical capabilities, needs, and troubleshooting.
- Collaborate with Sales teams to define customer best practices around campaign goal setting, execution, and optimization. Includes development of internal / external collateral and training.
- Ensure a smooth collaboration with Finance that includes on time and accurate month end financial closes on a manual and automated basis.

- Produce product requirements across the Product and Analytics orgs that enable current internal and future external users to achieve and understanding optimal campaign results
- Utilize data collection and cleansing methods (spreadsheet or more automated) to self analyze business, customer, and campaign results. Includes internal and external ad tech tools, salesforce.com, and other business tools.
- Communicate with clients and agency partners directly to troubleshoot any issue that may arise

The must haves:

- 2+ years of Digital Advertising Campaign Operations experience
- Working knowledge of ad servers, advertising analytics platforms, ad verification tools, and DMPs
- Bachelor degree
- Excellent communication & presentation skills with the ability to transmit across various levels of stakeholder
- Analytical with a strong bias for data-based decisions, including ability to gather and synthesize data from multiple sources
- Experience in project management from both strategic and operational perspectives
- Strong organizational skills with the ability to manage multiple concurrent projects
- Advanced level of proficiency in Microsoft Excel / Google Sheets and PowerPoint / Google Slides
- Pluses:
 - Digital Publisher / Platform background
 - Supported Agencies Needs in SEA (measurement, reporting standards, turnaround times)

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TRANSPERFECT

Bahasa Indonesian Speakers – Remote Transcribers

Summary:

We are looking for speakers of various languages to join our worldwide network of workers to work on a variety of innovative and interesting projects and jobs to improve Artificial Intelligence (i.e. as speech or text recognition, input methods, keyboard/swipe technology or other areas of human-machine interaction).

Position responsibilities:

As Transcriber, you will perform some or all of the following tasks:

- Transcription of content (Create written records of audio, images and video recordings)
- Data labeling according to defined criteria.
- Data classification.
- Grading and evaluation of linguistic content.

This job requires a high level of independence, adaptation, and accuracy. Love to detail helps succeed in this role!

Essential skills and experience required:

- Are of legal age (18+).
- Great reading and comprehension skills in English.
- Ability to meet daily KPI's.
- **Availability to work from home.**
- Must have a valid work permit for the country you live in.
- Ability to understand and implement feedback.
- Find comfort in detail-oriented work.

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MICHAEL PAGE

Corporate Finance Advisor

As a lead advisor, you will lead a small team in handling M&A transaction of multinational companies.

Client Details

Our client is a leading advisory house with an ever growing M&A projects under their belt.

Description

- Build financial models using historical data and provide forecasts to aid in decision making
- Conduct scenario analysis based on factors that would affect risk and recommend actions to mitigate the risks
- Build a database of potential partners/investors by reaching out to them
- Forging and managing relationships with potential partners/investors
- Negotiate the initial terms and conditions when forming a partnership
- Perform administrative duties such as following up with clients from the pre-sales stage to the post-sales stage

Profile

- University graduate from top university both locally or overseas
- Prior experience in a consulting environment, ideally from a Big 4 advisory company
- Great communication skills both in English and Bahasa

Job Offer

- Part of a leadership role
- Client facing
- Competitive pay

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IDN MEDIA

Account Manager

Job Description

- Develop the long-term client relationship,
- Prepare ideas, present concepts, and actionable proposals, deliver plans to close business
- Help to achieve clients' goals and/or be used to solve other specific needs
- Work collaboratively with Business Development Manager, clients and, other internal teams to ensure the smooth running of projects and the deadlines are met
- Liaise with Project Management regularly to track any orders on hold and maintain the status of those orders where elements have been received
- Provide quotes and ensuring that purchase orders are obtained and gathered in a timely fashion to ensure stable cash flow

Minimum Qualifications

- At least 1-2 year of working experience in the Digital Media or Advertising Company as Digital Account Executive, Sales Executive, or other relevant position
- **Experience handling KOL management, and or have a list of Beauty Brand clients would be preferred**
- Passionate about digital, event management, and media advertising
- Confident, outgoing, and highly self-motivated
- Good presentation skills and fluent in English.

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CENTRAL INSIGHT

Interns



Call for Interns!


Central Insight (www.central-insight.com) is a boutique Business Consulting and Market Research firm located in Jakarta is looking for interns

- General requirements:
 - University student semester 6 and above. Fresh graduate also welcome
 - Good communication
 - Proficient English
 - Familiar with Excel and Power Point
- Specific requirements:
 - 1 Position:
 - Faculty: Open to all faculties
 - Duration: 2 month
 - Start: Soon
 - 2 Positions:
 - Faculty: Open to all Engineering faculties
 - Duration of internship: 2 months
 - Start: Middle of September
- Job desk:
 - Performing interview
 - Developing draft report
 - Preferable proficient in charting
 - Supporting business development activities
- Please send your CV to rasyana@central-insight.com

Send CV to rasyana@central-insight.com

PERMATA BANK

Graduate Management Associate Program




Join us, GMAP
Graduate Management Associate Program

If you are a smart & passionate fresh graduate with vast organization experience from a respectable university, join us in **#MakingADifference** to society.

What we look for:

- Min. Bachelor Degree from reputable university
- GPA min. 3.25
- Fluent in English (TOEFL iBT min.72 / IELTS min. 6.0)
- Max. 27 years old and/or max 2 years of working experience
- Good communication & presentation skill
- Strong analytical skill

Apply to:



<https://cutt.ly/7p6HdQv>
Or send your CV to:
recruitment@permatabank.co.id
with subject: GMAP 9 - #Name

Send your CV to: recruitment@permatabank.co.id

With subject: GMAP 9 - #Name

GLINTS

Product Marketing Associate

The mission for this role is to execute and optimize Glints Academy awareness & acquisition funnel.

The marketing associate will be the key person who plans and executes initiatives that contribute significantly to growth.

2.0 Outcomes

OUTCOMES

1. Key KPIs: # of qualified applicants and CA

2. Marketing Iteration

- Lead the marketing iteration process for Glints Academy with a data-driven approach
- Implement marketing campaigns (e.g. landing page design, metrics measurement, content strategy, partnership strategy, etc.)

3. Product marketing

- Identify the needs of potential users to drive product development at Glints
- Identify key distribution channels for all products at Glints Academy and execute distribution
- Collect feedback on product offering from paying students for product improvement

4. Stakeholder management

3.0 Abilities & Strengths

LIST 5 - 7 MOST IMPORTANT NATURAL STRENGTHS OR ABILITIES

- Self-organized, self-reliance
- Attention to detail
- Team player
- Communication
- Multi-task
- Friendly and positive attitude

4.0 Skills / Experiences

Must-Have

- 2 years of Digital Marketing experience
- Project Management
- Event/Community/Partnership experience

Nice to have

- Online Marketing
- Business Development
- Data Analysis
- Interests in Education

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PT SOFTEX INDONESIA

Associate Brand Manager

Responsibilities

- The position will report and support Brand Manager to manage the day-to-day brand activities
- Implement the brand specific marketing strategy for their respective category
- Monitor market trends, research consumer markets and competitor's activities to identify business and key issues as well as oversee marketing and advertising activities to ensure consistency with product line strategy

Essential requirements:

- Min. Bachelor's Degree (S1) in any discipline
- Min. 2 years of experience in **Marketing Department** preferably in FMCG industry
- Good interpersonal, communication and leadership skills
- Good in data analysis and research consumer markets
- Good understanding in e-Commerce
- Willing to be placed at Alam Sutera - Tangerang

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Marketing Executive

Key Responsibilities

- With guidance from the Senior Marketing Manager, APAC, and Sales Manager, Indonesia and Philippines, develop and deliver a go-to-market strategy and plan for Indonesia and the Philippines to support prospect and customer engagement and market growth.
- As the local marketing specialist, you are responsible for the day-to-day implementation and execution of the go-to-market strategy and demand generation programs across a range of channels to support new business and recurring revenue in the higher education and secondary education market segments.
- Work with local teams, customer advocates, internal and external subject matter experts on marketing projects, activities, events and campaigns, to enable sales and partnership opportunities.
- Develop effective marketing campaigns across digital and traditional channels that are relevant to target personas and address their pain points/challenges.
- Apply a hands-on, creative approach to event planning and execution.
- Coordinate the production and distribution of marketing content and materials.
- Translate and/or localise marketing content and materials where necessary.
- Work with the Digital Campaigns Coordinator, APAC, to maintain updates to the regional and local language website content with resources, promotions and events.
- Work with PR agency to implement and manage the local communications program.
- Create, manage and develop social media content and presence.
- Create concrete action plans, activity calendars and project plans to ensure all projects and campaigns are implemented on time and on budget.
- Maintain brand guidelines in all marketing material, projects and campaigns.
- Measure and report performance of all marketing campaigns and activities, and assess against market goals (ROI, targets and OKRs).
- Keep up-to-date with market trends and competitor landscape and share learnings with the regional marketing team regularly.
- Ensure compliance with local SPAM laws and other relevant laws.
- Liaise with internal and external suppliers to ascertain quotes, provide briefs and process invoices.
- May need to work outside of regular office hours on an ad hoc basis e.g. to manage events, etc.

Qualifications

Essential Skills

- Minimum of 2 years' experience in B2B marketing communications in a technology company
- Recent experience within a similar industry initiating and supporting digital and traditional marketing lead gen and customer engagement activities.
- Excellent Bahasa Indonesian writing and communication skills with the ability to translate English content to Bahasa Indonesian e.g. in newsletters, social media, etc.
- Excellent English writing and communication skills.
- Bachelor's degree in marketing, communications or public relations or proven equivalent experience.
- Strong organisational and communication skills.
- Experience with marketing automation software (ideally Pardot), CRM (ideally Salesforce.com) and CMS
- The ability to work autonomously as well as part of a team
- Excellent copywriting and copy-editing ability with high attention to detail.
- Ability to handle multiple projects simultaneously within tight deadlines.

Desirable Skills

- Experience and knowledge of the education technology sector
- Experience with the Adobe Creative Suite
- Working knowledge of Google Analytics

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