

Sales Analyst

Get to know the Role:

As Sales Analyst of GrabAds, you will define and implement strategies, tools, processes, and targets to enable the Sales teams throughout Grab to promote and deliver advertising services to Grab's ecosystem participants. You'll work cross-functionally with leaders from GrabAds, marketing, Rewards, Payments, Food, Enterprise & business development to package compelling advertising solutions for broad adoption.

The day-to-day activities

- Support high volume of sales team members with key information, material, and sales support
- Design and Deploy scalable solutions and processes across Sales, Marketing, Operations, and Finance functions
- Pipeline management, sales forecasting and key sales reports with business KPIs
- Implement sales, marketing, and finance automation tools
- Organize and drive weekly updates, meetings, and communication across multiple advertising stakeholders

The must haves:

- 2-6 years in sales operations experiences (sales, enablement, operations, marketing)
- Sound understanding & experience of digital Ads Ecosystem both Online & Offline
- Experience leveraging sales enablement tools (CRM, Content, Marketing Automation, Sales Force)
- Demonstrated experience designing, implementing, and enforcing cross functional processes
- Excellent communication & presentation skills with the ability to transmit across different level stakeholders
- Analytical with a strong bias for data-based decisions
- Team Player with the ability to work across a matrix environment in a fast paced environment
- Strong organizational skills with the ability to manage multiple concurrent projects

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DANONE

Assistant Brand Manager Blue House

PT Nutricia Indonesia Sejahtera a subsidiary of Danone, is looking for Assistant Brand Manager Blue House in Indonesia (ID) for Jakarta

Danone is a global food company holding top positions in healthy food through its four businesses Fresh Dairy Products, Specialized Nutrition, Waters, and Medical Nutrition. Its mission, bringing health through food to as many people as possible, embodies commitment to human progress and business success. It gives meaning to the work of our 100,000 Danoners worldwide on an everyday basis. For passionate people looking for autonomy and exciting career opportunities, Danone truly has something special inside. The purpose of this role is responsible for assisting in the implementation and execution of Nutrilon Royal & Lactamil operational brand plans to meet marketing established targets. The operational brand plans may include, but not limited to, day-to-day marketing programs plan, brand promotional activities, as well as management of Nutrilon Royal & Lactamil brand, innovation plans, and product portfolio.

About The Job

- Help grow total business of Nutrilon according to annual business objective and long term business ambition.
- Help achieve marketing objectives of Nutribaby Royal and Lactamil brands.
- Active involvement in developing, executing and analyzing ICP brand campaign for both brands.
- Driving and analyzing highly relevant consumer experience to engage in offline and online platform including leading new smart digital tools to launch in 2020 and display leadership skill in managing consumer driven projects with cross functional teams.
- Leading successful national promo campaign with excellent execution.
- Leading and recommending effective brand visibility in offline and online retailers to drive awareness and conversion to purchase.

About You

- A bachelor degree, preferably majoring Marketing, or other relevant business major
- 1+ years in brand management working experience or 2-4 years working experience in FMCG industries
- Specific Knowledge
- Possess strong marketing knowledge in order to be able to develop an in-depth and comprehensive brand strategy that will support and drive the brand's success.
- Possess strong understanding in project management
- Possess strong interpersonal skills in order to leading cross functional groups and external agencies

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Campaign Manager

Key tasks and responsibilities

- Owning, creating and maintaining campaigns and customers engagement activities across all channels: Mobile app, desktop & mobile site platform
- Project manage big campaigns and own all the merchandising initiative at scale across the platform including building a robust breaking deals platform, monitoring & strategizing onsite user experience from visual to page-to-conversion metrics and react accordingly
- Work closely with Marketing, Guided Shopping & Marketing solution to plan, develop, and execute marketing plan & proposal across online and offline channels.
- Manage daily campaigns operations and work closely with Sales, Marketing & Engagement team to ensure successful delivery and uplifts to the sellers
- Define the best practices in setting up campaigns and ensure governance to achieve different campaigns' goals from sales growth to efficiencies metrics, and continuously improve
- Continuously monitor competition's daily activities or long-run trend and create initiatives to launch and introduce new and attractive promotions and mechanisms
- Understand the local market's main priority and be the bridge between business, product & regional needs to identify and proactively communicate local business needs

Qualifications & Skills

- 3+ years of marketing/product management experience, handling marketing, promotions or loyalty programs for a consumer-facing, ideally e-commerce or retail business of significant scale
- An experienced planner project manager, with strong cross-team coordination skills. Must be comfortable operating at different levels in the organization
- Strong data-driven decision-making skills, with demonstrated ability to dive deep into customer data and translate insights into opportunities
- Strong written and verbal communication skills, ability to articulate and execute ideas
- Strong organizational skills; able to manage multiple projects simultaneously and strong attention to detail.
- Ability to work successfully in an ever-changing environment with competing priorities
- Fluent communication in both English (Mandarin is a plus)

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GLINTS

Product Marketing Associate

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

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

Abilities & Strengths

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

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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GRAB

Ad Operations Associate

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

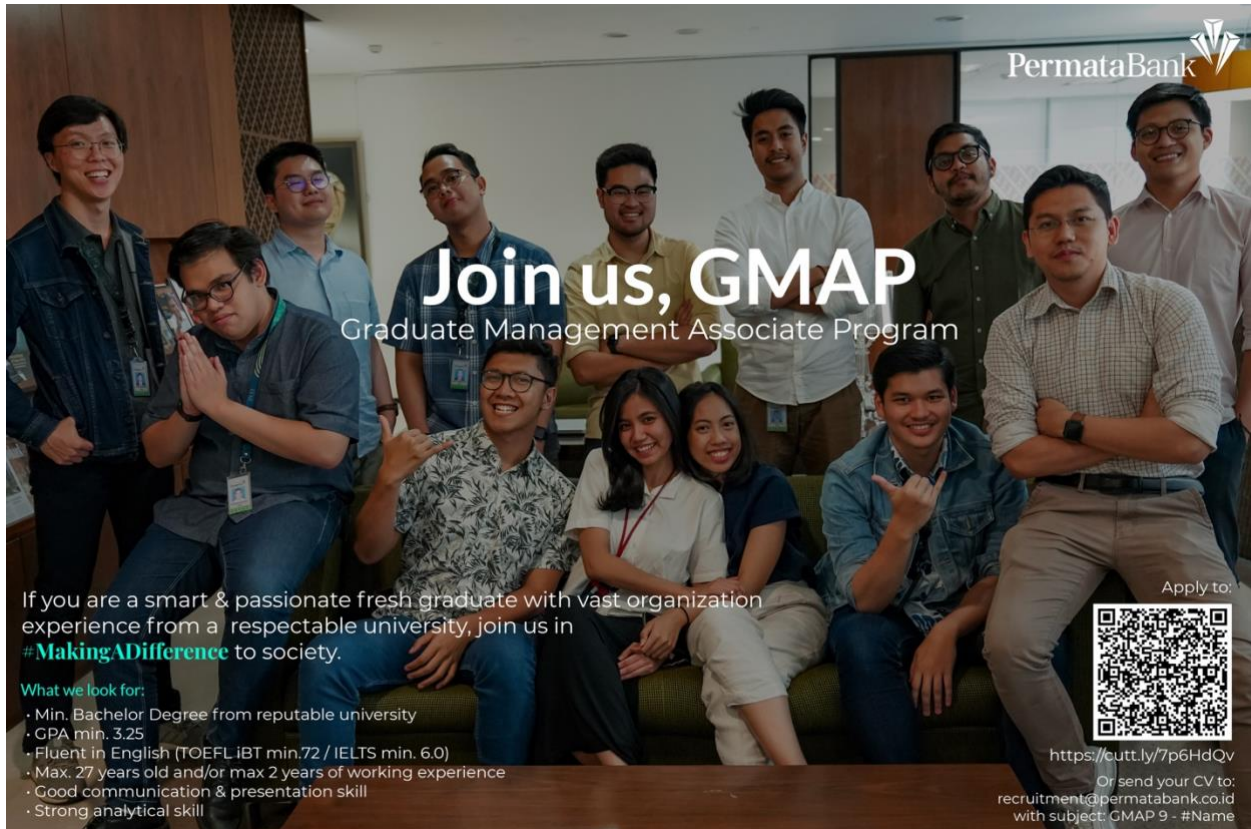
The must haves:

- 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

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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@permatatabank.co.id
with subject: GMAP 9 - #Name

Send your CV to recruitment@permatatabank.co.id
Subject: GMAP 9 - #Name

BENIHBAIK.COM

KOL Specialist



Do you have a huge interest in keeping up with the social media trend, have a great communication and presentation skill with minimum 1-2 years of working experience?

We're hiring:

KOL Specialist

Send your cv and portfolio to:

 careers@benihbaik.com



www.BenihBaik.com

BENIHBAIK.COM

Operations Officer

BenihBaik.com

Do you have great communication skill,
able to think critically, and detail oriented
with administration skill and computer savvy?

We're hiring :
Operations Officer

Send your cv and portofolio to:
 **careers@benihbaik.com**



www.BenihBaik.com

Partnership Executive



 **BenihBaik.com**

Do you have negotiation and communication skill,
possess bachelor degree in any field,
and have experience min 1 year in partnership
especially in start-up industry?

We're hiring :
Partnership Executive

Send your cv and portofolio to:
 careers@benihbaik.com



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Program Producer



 BenihBaik.com

Do you have experience as producer commercial, talkshow, or documenter)
have in-depth understanding of the production process
with excellent organizational and time management skill?

We're hiring :
Program Producer

Send your cv and portofolio to:
 careers@benihbaik.com

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Social Media Specialist



Are you interested and always keep up with the trend and social issues, having strong knowledge with social media platform (Facebook, Twitter, Youtube, TikTok, and Instagram), having minimum 1 year experience in Social Media at a technology company?

We're hiring:

Social Media Specialist

Send your cv and portofolio to:



careers@benihbaik.com



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UI Specialist




Are you proficient in digital design tools, proactive and innovative, possess bachelor degree with outstanding design skill, and have good understanding of the front and back-end web development process, including design, development and deployment of the product?

We're hiring:

UI Specialist

Send your cv and portofolio to:

 careers@benihbaik.com



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UX Researcher



Do you have huge Interest to do research and analysis, experience conducting user experience with minimum 3 years as UX Research Specialist or similar role, possess bachelor degree or higher from IT/System Information/Web Design, and having strong capability to use data and transform it into design and development process?

We're hiring:

UX Researcher

Send your cv and portofolo to:

 careers@benihbaik.com



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Videographer



BenihBaik.com

Do you have excellent skill in video editing,
proficient in using DSLR or other camera,
and experience as videographer or related field?

We're hiring :
Videographer

Send your cv and portofolio to:
✉ careers@benihbaik.com



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