

# LEMONILO

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## Business Development Specialist

### Job Description

- Identify business and partnership opportunities given the market, consumer and competitive dynamics.
- Assist various teams as discussion and execution partner to plan, strategize and grow Lemonilo's business.
- Translate business strategy/brief into structured executional activities for and with other teams to ensure successful project delivery.
- Extract and analyze data from various reputable sources, including company databases to drive optimization and improvement of product development, marketing techniques and business strategies.
- Produce actionable insights that will be used to support or devise new business strategies.
- Provide administrative support to enhance business and project speed.
- Develop reports and analysis as needed.

### Requirements

- A bachelor degree holder (S1) with minimum 3.0 out of a 4.0 GPA from any major, preferably Finance/Management/business/Business Administration.
- Minimum 1-2 years of work experience in Business Development/Project Management. Preferably from Fast Moving Consumer Goods or start-up company.
- Strong cross-division project management and problem-solving skills.
- Positive attitude and 'can-do' mentality.
- Self-driven and reliable in getting things done.
- Demonstrate passion and enthusiasm for healthy lifestyle and its latest trends.
- Systematic and analytical; able to see between the lines of data.
- Able to manage multiple task independently under challenging deadlines.
- Detail-oriented; able to understand big pictures but at the same time meticulous about execution.
- Excellent communication skills.
- Fluent in English both oral & written.
- Customer minded, always mindful of our key objective to provide exceptional service to our customer.

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## IMPACTFIND

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### **Product Specialist**

- Fresh Graduate are welcome to apply (Major in Accounting and Engineering is preferable)
- GPA min 3.60
- Interested in the general business system in Indonesia, strong in research and able to analyze the pattern
- Able to work dynamically and innovatively
- Team Player and has good communicationWilling to be placed at Alam Sutera

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# KATA.AI

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## Corporate Strategy Senior Associate

### Job Description

- Setting up strategic plan:
  - Facilitate and recommend long-term strategy vision for the company
  - Support the company achievements by conducting internal and external research for recommendations to the entire team leaders
- Develop and track OKR:
  - Facilitate and recommend OKR within the company
  - Support on developing and/or recommending tracker for OKRs
  - Lead in tracking and monitoring company annual OKR achievements
- Business improvements:
  - Monitor and track key company metrics on monthly basis, collaborating with Finance team
  - Monitor and track P&L of all business units
  - Support on development of company dashboards
  - Lead on improving operational efficiency by conducting business process analysis
  - Provide general recommendations on operational efficiency, process and standards within the company

### Qualifications

- Logical and quantitative approach in problem-solving.
- Values efficiency and collaborative work.
- Ability to categorize problems, identify key processes and provide recommendations with supporting facts and/or assumptions.
- Thrive in both driving and adapting to change.
- Min. 3 years of experience.
- Experience in Corporate Strategy and/or Revenue/ Growth-related functions that support company or business unit achievement. Experience working in a big-4 advisory firm, exposure to developing and tracking OKR, exposure to Technology Company and Entrepreneurial track record will be a plus.
- Major in Finance, Economics, Mathematics, and Engineering.
- Graduated from a reputable university with GPA above 3.5.
- Track record of extracurricular activities in organization and/or team sports.

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# CAVA PROPERTY

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## Digital Marketing

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PROPERTY

## YOUNG ON TOP INDONESIA

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### Brand Manager

we are  
**hiring!**  
Brand Manager



#### **Job Requirement :**

- Memiliki pengalaman sebagai Ass. Brand Manager min. 2 tahun.
- Memiliki Pengalaman di bidang brand min. 5 tahun.
- Pendidikan terakhir S1 Marketing/ Marketing Communication/Brand.
- Fasih dalam berbahasa inggris.
- Menguasai digital & performance marketing.


Submit your CV to:

**hr@yotinspirasi.com**



# PERMATA BANK

## Graduate Management Associate Program




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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](mailto:recruitment@permatabank.co.id)  
with subject: GMAP 9 - #Name

Send your CV to: [recruitment@permatabank.co.id](mailto:recruitment@permatabank.co.id)

With subject: GMAP 9 - #Name

# THE HABIBIE CENTER

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## IT Officer

### Background

The Habibie Center is an independent, non-governmental and non-profit organization, founded by Bacharuddin Jusuf Habibie and family in 1999. Our vision is to promote modernization and democratization of Indonesian society based on the morality and integrity of sound cultural and religious values.

To support the expanding team and operation, we are seeking applications from the most qualified candidates to fill the following position:

### IT OFFICER

#### Qualifications:

- Undergraduate degree in IT/computer science or related disciplines, fresh graduates are welcome to apply.
- Maximum age 28
- Having Mikrotik Certified Network Associate (MTCNA) Certification (minimum)
- Good knowledge in computer hardware and software, network infrastructure, familiar with various system operations, local and web server, network storage, and has interest in technological development.
- Pleasant personality (friendly, team player, creative with an interest in taking on a variety of tasks) and possess a good work ethics.
- Committed to The Habibie Center for the duration of work contract (**min 1 year**).

#### Job Description

- Reporting to the Director for Finance & Adm, and under the overall supervision of Executive Director, an IT Officer will be responsible for:
- Providing technical support to all team members.
- Managing network infrastructure and connectivity in the office building.
- Maintaining the organization's digital assets.
- Maintaining CCTV network and other security facilities.
- Maintaining organization data storage and performing scheduled backup.
- Assisting in organizing events (computers, multimedia and documentation).
- Keeping organization's websites up and running.

Send your CV, cover letter to [natassa@habibiecenter.or.id](mailto:natassa@habibiecenter.or.id) (via e-mail only – applications sent via other than e-mail will not be accepted) no later than Friday, 14 August 2020. (Only shortlisted candidates will be notified)

## Business Development Executive

### Company Description

Bibit.id is a platform to help you to start your investment in mutual fund in a very simple way.

### Job Description

We are looking for a Business Development Executive in building strategic plans and strengthening relationships with potential partners. This role also allows you to identify possible opportunities and generate new business for the company.

### Responsibilities

- Having an in-depth knowledge of business products and value proposition
- Identifying and mapping business strengths and customer needs
- Reporting on successes and areas needing improvements
- Assists in preparation of monthly, quarterly, and annual reports in time
- Drafting and maintain SOPs to be used by internal departments
- Build and maintain long-term relationships with new and existing partners
- Manages concerns from external parties; clients; partners
- Coordinates with other departments in resolving internal and external issues
- Ad-hoc assignment

### Requirements

- Bachelor's Degree in Management, Finance or relevant degree
- Strong interest in startup culture
- Preferably has experience in capital markets (stock, mutual funds)
- Strong communication skills in English and Bahasa Indonesia
- Extensive knowledge in Microsoft applications especially Excel
- Experienced in retention, partnership or relationship management
- Great interpersonal and relationship building skills
- Outstanding presentation skills
- Strong analytical skills
- Result-oriented
- Problem-solving attitude
- Ability to multitask in a fast-paced environment
- Persistent, able to work as a team and perform well in an under-pressure working conditions

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## Key Account Management Fashion

### Key tasks and responsibilities

- Manage the relationship between Lazada and key seller (Small-Medium Enterprise) partners in General Merchandise or Fashion category
- Maintain and improve business fundamentals to maximize business growth
- Align with various internal teams and have sellers updated on the latest information updates to help seller run their business
- Lead initiatives to achieve a breakthrough in the online marketplace industry
- Pitch and negotiate the seller to use promo tools in the platform, to help seller gain customer traffic

### Qualifications & Skills

- Minimum Bachelor's degree from an accredited 4-year university, Business or Engineering major preferred
- Minimum 2-years working experience in account/relationship manager role or equivalent post-graduate education
- Fluency in both English and Bahasa is highly preferred
- Exceptional negotiations, analytical and problem-solving skills
- Adaptability to changes in a dynamic environment
- Ability to work in a high-pressure environment with high ownership and responsibility

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