

## **Business Development Analyst**

### **Job Description**

Indonesia has become a market of great value to our company and as such we have taken the decision to invest significantly via a direct operation. We are super excited as we feel we can continue our mission of helping improve the standards of Indonesian Universities and with the appointment of the new education minister within the Jokowi cabinet the timing could not be better. We are seeking people to join our new venture, aligned to our mission of improving the education experience for students and teachers across the world

Together with your team lead, you will shape a successful approach to your assigned territory by developing new business growth strategies, creating effective tactics and executing action plans to achieve your objectives.

You are a convincing and captivating communicator. You can create relationships with your prospects through online presentations, email, phone, and face-to-face meetings and events. You are comfortable working independently and building out a territory for the long term excites you. You are also a strong team player and you work towards shared objectives with internal stakeholders.

### **In Detail**

- Forecast, own, and achieve annual sales targets
- Build pipeline through inbound lead follow-up and outbound prospecting via a multi-touch strategy
- Successfully introduce cutting-edge products to a diverse pool of prospects
- Work closely with your immediate and wider-team such as marketing, account management, customer success, and technical support to ensure a top-notch client experience
- Effectively communicate Turnitin's value proposition through onsite/online proposals and presentations
- Management of essential data in Salesforce CRM such as prospecting, forecasting, quoting, administration, and account metrics
- Keep up-to-date with and leverage developments in your territory such as growth opportunities, market trends, and State policy changes
- Contribute to strategy and planning alongside management

### **Performance measures**

- Achieve a high customer satisfaction level that meets requirements of the customer and the company
- Achieve a new business target that is set for the territory
- Positively contribute to overall team targets set
- Contribute to our culture heavily through our organisation values

### **Skills & Experience**

#### **Qualifications**

- 5+ years experience in a quota-driven, outbound sales role
- Clear understanding of the education industry (nice to have)
- Strong lead generation and prospecting experience
- Experience of developing and managing a sales pipeline
- Familiar with sales methodologies including solution selling
- Experience of working within an international company preferred
- Experience negotiating and delivering client-focused solutions via web and face-to-face
- Degree educated preferred

#### **Additional Information**

- A smart, fun, and casual environment where you can learn from and teach others.
- A great mission -- you will be involved in building a distinct and recognizable global brand identity in the education market

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## Account Manager, GrabAds ID

### Get to know the Role:

As Account Manager for GrabAds Indonesia, you will manage a portfolio of GrabAds campaigns working with leading advertisers directly & through their media agencies. You will work alongside your team and maintain a quarterly performance target.

You'll work cross-functionally with the Ad Ops team to achieve campaign KPIs, recommend optimised campaign flows & identify opportunities for up-selling and cross-selling GrabAds solutions. Your goal is to grow your portfolio by building long term client relationships and providing positive customers experience.

### The day-to-day activities

- Manage and grow a portfolio of accounts
- Be the point of contact for clients, provide necessary assets and info to Ad Ops for campaign implementation
- Track key campaign metrics and ensure campaign objectives are met
- Collaborate with Ad Ops team to analyse campaign performance, provide recommendations to clients and secure campaigns renewal
- Prepare Quarterly Business Review report for key accounts

### The must haves:

- **3-4 years of account management experience in the digital advertising industry in Indonesia**
- **Solid track-record of delivering against performance targets**
- Proven experience of growing portfolio & building long term relationship with clients
- Excellent communication & presentation skills with ability to transmit across different level stakeholders
- Analytical with strong bias for data based decisions
- Team Player with the ability to work across a matrix environment in a fast paced environment
- Strong organisational skills with ability to manage multiple account

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## PROCTER & GAMBLE

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### **Key Account Manager**

Are you a leader? How would you like to help develop the strategy and improve the business models of global companies? Do you have an ambitious spirit, a real passion for winning, and an interest in traveling? If you have proven analytical skills and are looking for a rewarding job which will allow you to grow personally and professionally, then come be a Senior Sales Manager with us! We are looking for someone with the ability to help us build collaborative and mutually-beneficial relationships with others.

- Full Time
- Level: Recent Grad/Entry level
- Glassdoor Reviews and Company Rating

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## Senior Marketing Specialist

### Job Description

As part of an enthusiastic team of marketing communications specialists, you will contribute to the successful delivery of marketing programs and activities and create value by developing and implementing effective and creative marketing and communications programs and campaigns to build meaningful new business opportunities and customer relationships in Indonesia and the Philippines.

Working collaboratively with cross-functional teams, you will support the Indonesia and Philippines Sales organisation (Pre, New and Post) in exceeding budgeted revenue targets while providing a first-class service that meets and exceeds the expectations of colleagues and customers.

### 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**

- 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

### **Benefits**

#### **Additional Information**

- Pension and life assurance schemes
- Great working environment with an exciting team in an expanding company
- Gym membership contribution and various salary sacrifice schemes such as cycle to work, childcare and parking/travel.
- Generous holiday with additional discretionary time off between Christmas and New Year

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## 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

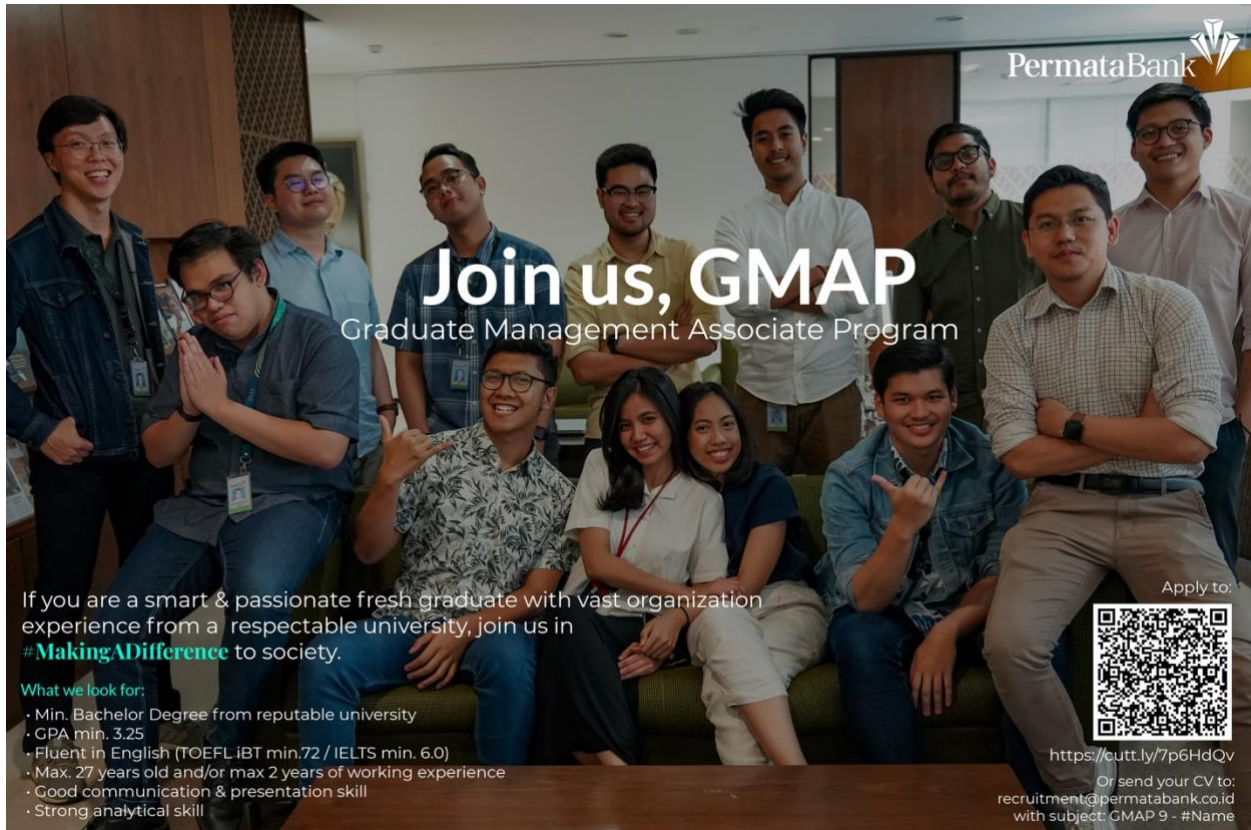
### The must haves:

- 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




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Graduate Management Associate Program

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**What we look for:**

- Min. Bachelor Degree from reputable university
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- 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:



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Or send your CV to:  
recruitment@permatabank.co.id  
with subject: GMAP 9 - #Name

**Send your CV to [recruitment@permatabank.co.id](mailto:recruitment@permatabank.co.id)  
Subject: GMAP 9 - #Name**



## **Business Improvement Lead, Grabfood**

### **Get to know our Team:**

- Part of Indonesia's Strategic Operations org that builds and improves operational processes outside of BAU, to support, grow and strengthen the GrabFood Indonesia Business
- Will be leading a team of dynamic individuals with well rounded skills in analytics, business process, project management and stakeholder management.
- The team focus on strategizing and execute the operationalization of high impact project/product go-to-market process that includes taking project/product to pilot (incubation), scale up its adoption and maintain the usage with related stakeholders (business, operations and tech).

### **Get to know the Role:**

- As team manager you will be mandated to lead high business impact initiatives that involve multiple stakeholders across function (business, ops and tech) and seniority.
- Your responsibility as team manager is to drive the team to plan, execute and properly manage the go-to-market process of the product and project deemed strategic by the verticals.
- On the execution as team leader, you are expected to focus on building the solid and scalable business process that can be transitioned properly to central operations and other related parties.

### **The day-to-day activities:**

- Managing a portfolio of project and product go-to-market process with specific focus on GrabFood Merchant
- Lead high impact business initiatives covering all phases of the initiatives (planning, execution and monitoring) and all its execution aspect (people, process, technology).
- Identify opportunities to improve business process, create efficient business process, pilot the newly created process, formalize the process and implement the new process with a clear change management plan for the implementation
- Manage multiple direct reports with clear periodical catch-up to identify progress and risk

### **The must haves:**

- Bachelor (and/or) degree and fluent in Bahasa and English
- Project management certification is a plus
- Comfortable to use full range of Google Suites and Microsoft Office and be comfortable analysing large data sets

- Familiar with project management tools (Ms. Project, SmartSheet, Confluence), discipline and technique (waterfall, agile, critical path and other relevant technique)
- Managing project and product go-to-market across region with multiple stakeholders involved (business, operations and tech)
- Minimum of 4 years experience with start-up/tech, banking/finance, operations, e-commerce, marketing or management consulting background
- Ability to communicate clearly to different stakeholders across different seniority level and function (business, operations, product and engineering)
- Ability to drive multiple stakeholders toward common business objective whilst work independently and deal effectively with complex, changing and ambiguous environment
- Passionate about managing and developing people with strong people skills
- Have a good balance of interpersonal and analytical skills to be successful
- Applicants must demonstrate exemplary project and operations management skills, as well as an ability to combine big picture thinking with understanding details
- Able to propose/make key decisions or provide solid recommendations based on data & analytical thinking and insights
- Entrepreneurial & resourceful – able to put on different hats; goal is to achieve targets with a “can-do” attitude

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# JOHNSON & JOHNSON

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## Intern

### **Want an Internship where you can make a lasting impact?**

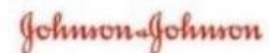
Thriving in the guidance of diverse, expert leaders is the opportunity that awaits aspiring interns at Johnson and Johnson. Learn, understand and discover what makes Johnson & Johnson a truly strong brand for more than 130 years. Our internship gives you the experience and exposure to tackle exciting challenges.

We are looking for a driven **HR Intern** in **J&J Indonesia** to assist our HR team for **6 months** with Process Simplification and HR Related Task. The HR Intern responsibilities include updating Workday Records, Database Management, Onboarding and Offboarding Process Improvement, and provide recommendation to improve HR Automation & Process. To be successful as HR Intern, you must be data & process minded who is detail oriented and able to demonstrate excellent administrative and organizational skills.

#### **Requirements:**

- Bachelor's degree in Human Resources Management/ Finance/ Business/ Engineering /or studying toward a degree in related fields
- Proficiency in Microsoft Office applications
- Strong analytical and problem-solving skills
- Excellent administrative and organizational skills
- English Proficiency
- Detail Oriented
- Willing to work full time virtually

Interested applicants may send their resumes to [career\\_id@its.jnj.com](mailto:career_id@its.jnj.com)



**Send your CV to: [career\\_id@its.jnj.com](mailto:career_id@its.jnj.com)**