

# PROCTER & GAMBLE

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## Key Account Manager - Healthcare

### Description

Do you want to be in the driving seat, selling our global leading brands? Are you intrigued by the idea of building long-term business relationships with our customers? To develop and negotiate plans which craft a benefit for our shoppers, our customers, and our Company?

At P&G, our Key Account Managers are at the heart of the business, connecting the dots from every aspect of the business from financial, customers, shoppers, supply chain, and people management. They are tasked to develop sharp and creative business strategies for different challenges in a fast-moving landscape and competitors. Key Account Managers are expected to be entrepreneurs leading a team of multifunctional resources from the front line.

### Your Team

This role reports to a Senior Sales Manager and will be based in P&G Jakarta, Indonesia. You'll be part of a Sales team in which trust, team spirit, real passion for winning, and leadership are very important.

### What Success Looks Like

- Strategically build customer collaborative partnership and contribute to joint business plans
- Build and own the delivery of P&G's in-market strategies
- Maintaining and growing a long-term partnership with your customer by continuously proposing solutions and plans that meet their objectives.
- Developing and negotiating plans which build shared value for our shoppers, customers, and company.

### Responsibilities

- As a Key Account Manager at P&G, you directly receive meaningful responsibilities as of day one. You are in charge of maintaining a fast-growing and long-term partnership with our customers by continuously proposing solutions and plans that meet their objectives.
- You will be the face of the company to the customers. Develop excellent working relationships and in-depth understanding of the customers and market landscape.
- Leverage in-depth understanding of market & customers dynamic, shopper marketing knowledge, trade fund budget availability, supply chain operations to create and execute business strategies and plans.

- Lead and partner with customers for business strategies implementation and plan execution. Conduct regular reviews with customers on different aspects of the business.
- Strategize through harnessing the power of a team by envisioning, engaging, and energizing multifunctional resources to build a holistic business plan and break possible barriers & challenges to deliver the best result.
- Manage a team of sales representatives from capability building, issue resolution to day-to-day operations to ensure speedy and excellent execution in stores.

### **Qualifications**

- Eligible to work in Indonesia
- A university graduate with an excellent academic background
- Minimum 2 years of solid experience as a Key Account Manager in a consumer goods or consumer health industry managing Hypermarket/Supermarket/Minimarket or Independent Minimarket
- Strong leadership ability as proven through previous formal or informal positions of leading or managing teams.
- Proven ability of critical thinking and problem solving
- Strong verbal and written communication skills, fluency in English.
- At sales, you will be expected to be mobile and have the flexibility to get assign to every location throughout your career with P&G.

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## Ad Operations Associate, GrabAds

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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## Strategy & Planning Senior Associate, GrabFood

Job Description:

### Get to know the role:

Support GrabFood in Indonesia in planning and control process, as well as formulating strategy and key initiatives to drive growth in the country. You will be the key person to understand merchants, driver partners and consumer sides of the business and provide recommendations to improve key metrics of the organization.

### Key responsibilities:

- Responsible for daily, monthly, and quarterly OKR and target setting for the vertical
- Monitor performance and achievement of the vertical across functions
- Design, formulate and propose monthly budget for the vertical
- Control vertical expense and ensure smart, efficient spending
- Understand merchants, driver partners and consumer metrics to analyze business problems, deliver recommendations, and assess impact of proposed solutions
- Conduct industry analysis and research with respect to competitive market trends to drive business insights

### Requirements:

- Bachelor's Degree in relevant field. MBA is a major advantage
- **Experience in business analysis and corporate planning**
- **Familiar with excel, precise and accurate in processing data**
- Excellent in structuring and creating decks
- Effective communicator both verbal and written
- Result and detail-oriented with strong intuitions to problem-solve
- Able to work both independently and in a team setting
- Demonstrate strong drive, demonstrate resilient and high level of adaptability to work in a high pressure working environment

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# PROCTER & GAMBLE

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Intern



**DAY 1.**

**INTERESTED TO EXPERIENCE P&G'S  
INTERNSHIP AND ACCELERATE  
YOUR GROWTH FROM DAY 1?**

- APPLY NOW – Visit [pgcareers.com](https://pgcareers.com) website
- Join our recruitment process
- Get the chance to be part of our family

**Application deadline: October 30th, 2020**

    PANTENE  

## Graphic Designer



WE ARE HIRING

# GRAPHIC DESIGNER

### REQUIREMENTS

- ✓ Bachelor's Degree of Arts majoring in Graphic Design/Graphic Interactive
- ✓ Excellent in  
- ✓ Creative thinking & detail-oriented
- ✓ Great sense of urgency
- ✓ Communicative, creative and able to work in team

### JOB DESCRIPTION

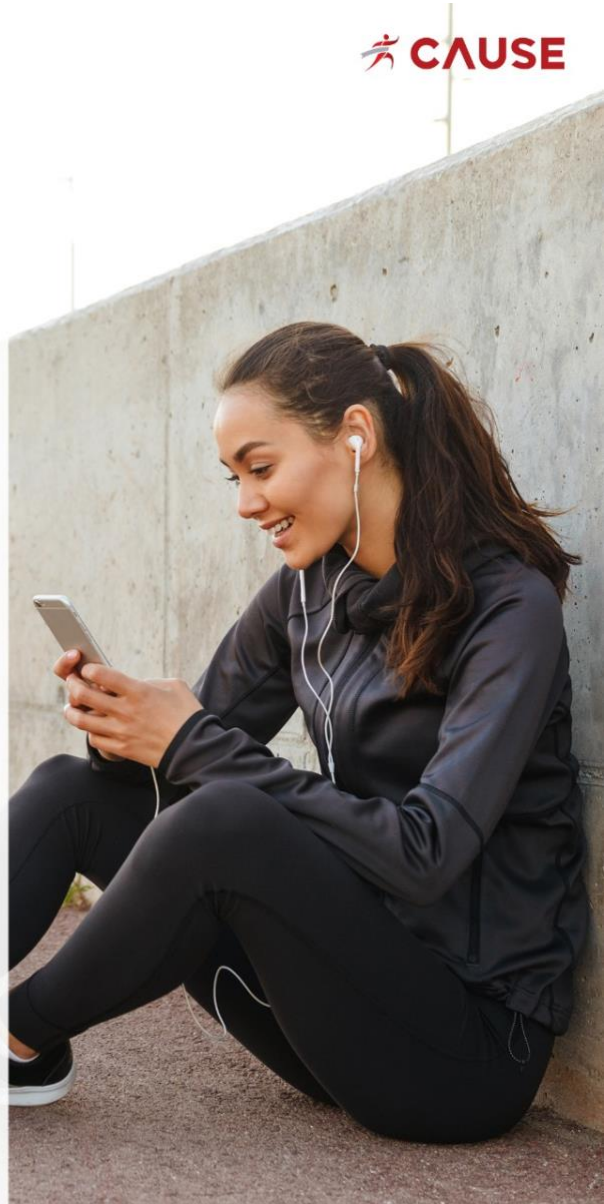
- ✓ Develop fresh concept and design artworks both digital and printed
- ✓ Work closely with management to produce final artwork
- ✓ Incorporate ideas into high quality design ready for presentation
- ✓ Keep up with emerging trends & techniques to create a better design

Send your CV & Portfolio to

[admin@cause.id](mailto:admin@cause.id)

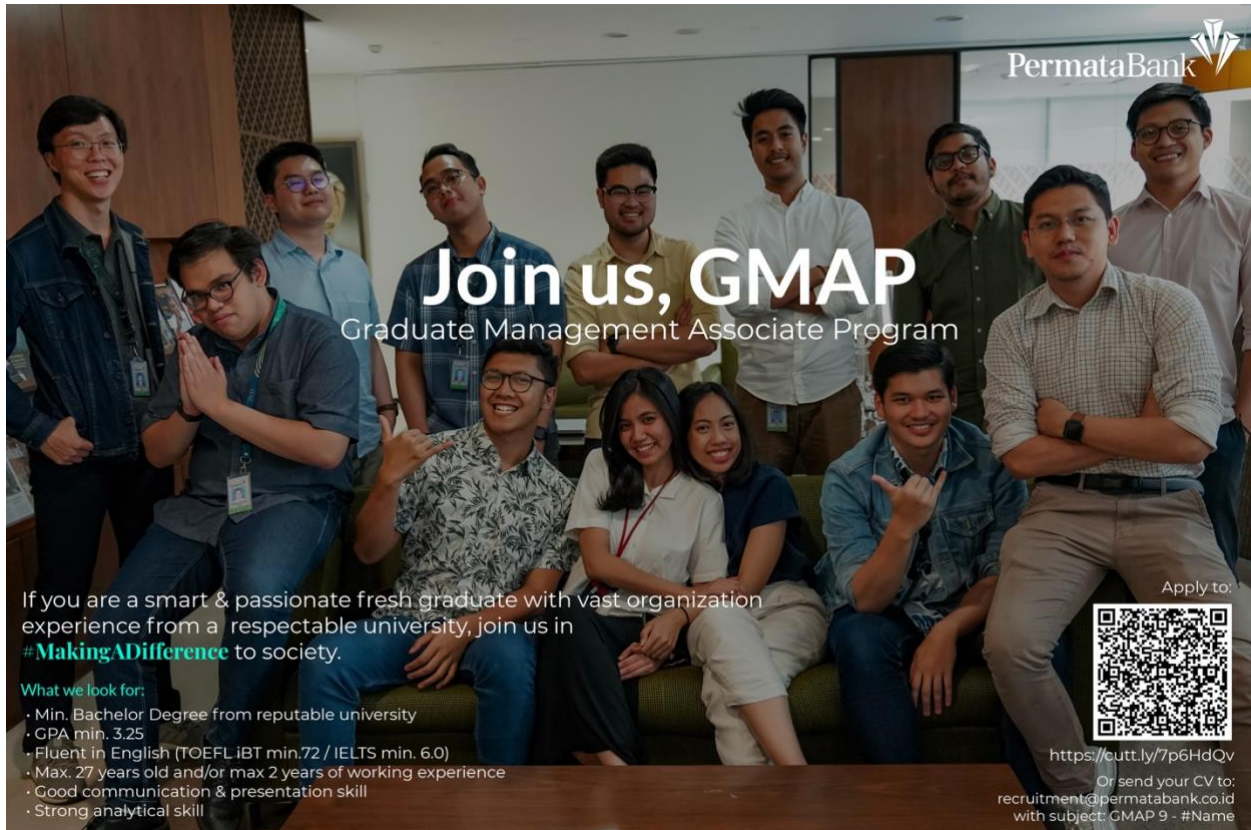
(Subject : Graphic Design Job Vacancy)

 [@causeid](https://www.instagram.com/causeid)  <https://cause.id>



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



## 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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## ZALORA GROUP

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### Executive Campaign - Ops

Zalora Indonesia is looking for a Executive Campaign- Ops who will enthusiastically contribute to shaping and executing our marketing campaigns. It is one of our most crucial roles, which connects the overall user experience from Marketing, Customer Experience, Product Management, and Production. The role is based in South Jakarta, direct report to Head of Campaign. This is a unique, exciting opportunity to influence minds and make a positive difference to ZALORA, and to your career.

#### Responsibilities:

- Plan & lead the execution of marketing campaigns for brand & seller vouchers including process development.
- Plan & lead the execution of marketing campaigns for new category expansions including process development.
- Monitor the campaigns running status and perform regular analysis of campaign performance and metrics to report on campaign performance.
- Collaborate and coordinate across multiple teams and departments.
- Ensure smooth and timely execution of campaigns.

#### Requirements:

- Minimum Bachelor degree from Marketing, Management, Communication, Accounting, Finance or Business major study are preferred.
- From tier 1 public universities is preferred or equivalent private universities
- Minimum 1 year work experience in digital marketing, preferably in e-commerce, advertising, data analysis or campaign management.
- Possess a genuine interest in fashion & lifestyle and a creative mindset
- Ability to effectively manage multiple tasks of varying complexities, meet deadlines and work well under pressure
- Analytically proficient and highly experienced with conducting data analysis in excel, interpreting and executing decisions based on the results
- Communicate effectively, outspoken, detail and results oriented
- Familiarity with most of Social Media platforms

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## Key Account Management (Electronics)

### Key tasks and responsibilities

- Manage the relationship between Lazada and key seller (Small-Medium Enterprise) partners in the Consumer Electronics industry.
- 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 3-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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## SEQUIS FINANCIAL

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### **Bancassurance Specialist**

#### **Job Description:**

Performs activities as a specialist, you will act as an important link between our Partners and their valuable customers. In this job, you will be challenged to understand your Partners' goal, build relationship and then organise their bank staff to meet their customer's need in terms of Financial Planning

#### **Job specification:**

- Between 25 - 35 year old
- Diploma / Bachelor Degree with minimum GPA 2,75, overseas graduate will be an advantage
- Minimum 1 years experience in Financial Services
- Good Appearance and Communication
- Customer Oriented and Comfortable dealing with people in a professional environment
- Proficient with Microsoft Office

#### **Benefit:**

- Basic Salary and Unlimited commission
- Medical Allowance & THR
- Overseas Trip
- Career Development

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## Marketing Communication Executive

In this role, The Marketing & Communications Executive is responsible for providing administrative & technical support to the Commercial Manager as well assisting in the execution of the Marketing and PR Plan, to achieve revenue targets.

This role involves managing individual projects related to internal and external marketing campaigns, promotions, advertising and website maintenance.

At Hilton Garden Inn, our promise is **“to make our guest stay better and brighter”** which means we need you to live our Hilton Values and embrace our Brighthearted Culture which you will be shared and trained when you join us.

### What will I be doing?

As a Marketing Communications Executive, you will be responsible for performing the following tasks to the highest standards:

- In an accurate and timely manner, coordinate and assist with delivering all agreed marketing and PR strategies as outlined in the Marketing & PR Plan.
- Support the Commercial Manager by developing and implementing promotional activities, ensuring collateral, media kits and in-house collateral is up to date, maintaining the hotels' media library to include video, film and press coverage archives, maintaining the media contact list database and all matters relating to marketing and public relations.
- Create effective content across all available channels, including, but not limited to, regional and area updates, press release writing, newsletters, drafting speeches for company executives, hotel website, OTAs, social media, mobile marketing and PR and partnership programs, to drive engagement and grow loyalty for the hotel and its outlets.
- Promote and support all marketing, public relations and media activities including, but not limited to, special events, sponsorship opportunities, attendance at exhibitions, property walk throughs, food and beverage, rooms and event promotions
- Support the department with media relations involving tracking social media, updating press kits, archiving news releases and press coverage, maintaining media databases, coordinating interviews, and ensuring relevant administrative duties are completed in advance of media visits.
- Support and identify opportunities along with the Commercial Manager to grow and develop loyalty marketing activities with Hilton Honors and other booker incentive schemes.
- Produce accurate and timely reports that meet the needs of the Commercial Manager.
- Consistently conforms to Hilton brand standards and corporate identity and utilises all communication tools (under the guidance of regional marketing and BPS).

- Develop a high level of knowledge of the hotel’s product, facilities, and services and Hilton Honors loyalty program.

### **What are we looking for?**

- Minimum 1 year experienced with same role and hotel industry
- Creative and innovative person
- Able to operate design computerize system / program
- Excellent organizational and administration skills
- A passion to grow in the hospitality industry
- Positive attitude and excellent communication skills
- Commitment to delivering a high level of customer service
- Fluent in English – verbal, listening, written

### **What will it be like to work for Hilton?**

Hilton is the leading global hospitality company, spanning the lodging sector from luxurious full-service hotels and resorts to extended-stay suites and mid-priced hotels. For nearly a century, Hilton has offered business and leisure travelers the finest in accommodations, service, amenities and value. Hilton is dedicated to continuing its tradition of providing exceptional guest experiences across its global brands. Our vision “to fill the earth with the light and warmth of hospitality” unites us as a team to create remarkable hospitality experiences around the world every day. And, our amazing Team Members are at the heart of it all!

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