

CRM Specialist - GOPAY

About The Role

In this role, you will work with several sub-streams of GoPay, both from product marketing and demand growth which is handled by different stakeholders. You will be working closely with each stakeholders to strategize GoPay Campaigns, including but not limited to segmentation, channel selection, creative deliverables, and campaign timeline. You will also need to continuously manage the campaign prioritization, review the campaign details, execute/run the campaigns, analyze the campaign result, and provide insights from each campaign.

What You Will Do

- Work closely with GoPay Product Marketing team to create the best campaign
- Day to day campaign execution using inbound and outbound channels, such as Push Notification, Inbox, Shuffle Card, and Newsletter
- Collect data and analyze campaign results
- Collect insight & learning based on the previous campaign result, create the next steps for the next campaign
- Use all data insight to increase the campaign effectiveness, in order to ensure the campaigns sent are relevant to the audience targeted
- Manage day to day campaign schedule from all stakeholder and make sure the schedule doesn't conflict with other products
- Do A/B Testing or experimentations to prove which treatment works best in a specific channel
- Create weekly & monthly report to send to respective stakeholder

What You Will Need

- Should have at least 1 year experience in CRM fields
- Have a basic knowledge of SQL and HTML (this is essential)
- Strong project management skills to manage complex projects, along with strong stakeholder management skills
- Good communication skills both in English and Bahasa (both written and verbal)
- Strategic thinking with strong analytical skills
- Comfortable working both as an individual contributor with minimal guidance and in a team setting
- Excited about CRM and exploring new trends

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SA360 Account Manager, Google Marketing Platform

Due to the current health crisis related to COVID-19 and the escalating visa/travel restrictions in place, we're currently unable to extend offers to anyone who cannot work from Indonesia due to lockdown visa/travel restrictions, or other restrictive measures until further notice. Consequently, we will be prioritizing candidates who can start in this location by set date as expected. We're keeping the situation under review and would adjust our position should the restrictive measures be removed later on.

Minimum Qualifications

- Bachelor's degree or equivalent practical experience.
- 2 years of relationship management experience in media, marketing or advertising.
- Ability to speak and write in English and Bahasa Indonesia fluently.

Preferred Qualifications

- Experience in creating new business and/or account management.
- Experience working with cross-functional teams and building relationships across internal teams.
- Experience with Ad Serving, Rich Media, Search Management, Real Time Bidding, DSPs, SSPs, and Ad Exchanges. Knowledge of SA360.
- Familiarity with digital media buying and selling processes. Knowledge of Search Engine Marketing Bid Management technologies and Google Analytics or similar analytical platform.
- Ability to develop partners at various levels within the digital marketing and advertising industry across SEA markets.
- Excellent written and verbal communication skills.

About The Job

Businesses that partner with Google come in all shapes, sizes and market caps, and no one Google advertising solution works for all. Your knowledge of online media combined with your communication skills and analytical abilities shapes how new and existing business grow. Using your influencing and relationship-building skills, you provide Google-caliber client service, research and market analysis. You anticipate how decisions are made, persistently explore and uncover the business needs of Google's key clients and understand how our range of product offerings can grow their business. Working with them, you set the vision and the strategy for how their advertising can reach thousands of users.

As a SA360 Account Manager, you will develop and renew strategic relationships with agencies and clients. You will proactively engage clients to map strategies and deliver SA360 resources to enable them to achieve their online search marketing goals using SA360. You will oversee and execute projects supporting clients who use Google Marketing Platform products.

Our Large Customer Sales teams partner closely with many of the world's biggest advertisers and agencies to develop digital solutions that build businesses and brands. We enjoy a bird's eye view on the massive transformation occurring as advertising shifts to mobile and online platforms. We're uniquely situated to help shape how companies grow their businesses in the digital age. We advise clients on Google's broad range of products across search, video and mobile to help them connect instantly and seamlessly with their audiences.

Responsibilities

- Lead presentations and quarterly business reviews/joint business plans to key accounts in Indonesia.
- Work with cross-functional teams to drive strategic SA360 projects and engagements with clients.
- Communicate effectively with English and Bahasa Indonesia-speaking clients.

Google is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status. We also consider qualified applicants regardless of criminal histories, consistent with legal requirements. See also Google's EEO Policy and EEO is the Law. If you have a disability or special need that requires accommodation, please let us know by completing this form.

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PT GLOBAL INTEGRASI GEMILANG

Mobile and Web Developer

Requirement:

- Bachelor or Diploma degree in Computer Science/Information Technology or related major from reputable university
- At least 2 years experiences in Java Programming
- Having knowledge and/or experience in one or more of the following programming languages:
 - Java Programming, JSP, Servlet, PHP 5 (Laravel or codeigniter)
 - REST API or Web service SOAP or XML
 - SQL Language - MS SQL or MySQL
 - Experience in any of the following will be an advantage
 - Web programming HTML5
 - CSS
 - Bootstrap
 - JavaScript
 - And or JQuery
- Experience in Android Developer
- Android Native
- React Native
- Passionate to learn, self motivated, and good team player

Job Description:

- To create, maintain, and implement the source code to develop mobile/web apps and mobile/web platform programs that meet the needs and requirements of the clients using the computer programming languages.

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PROCTER & GAMBLE

Intern



DAY 1.

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

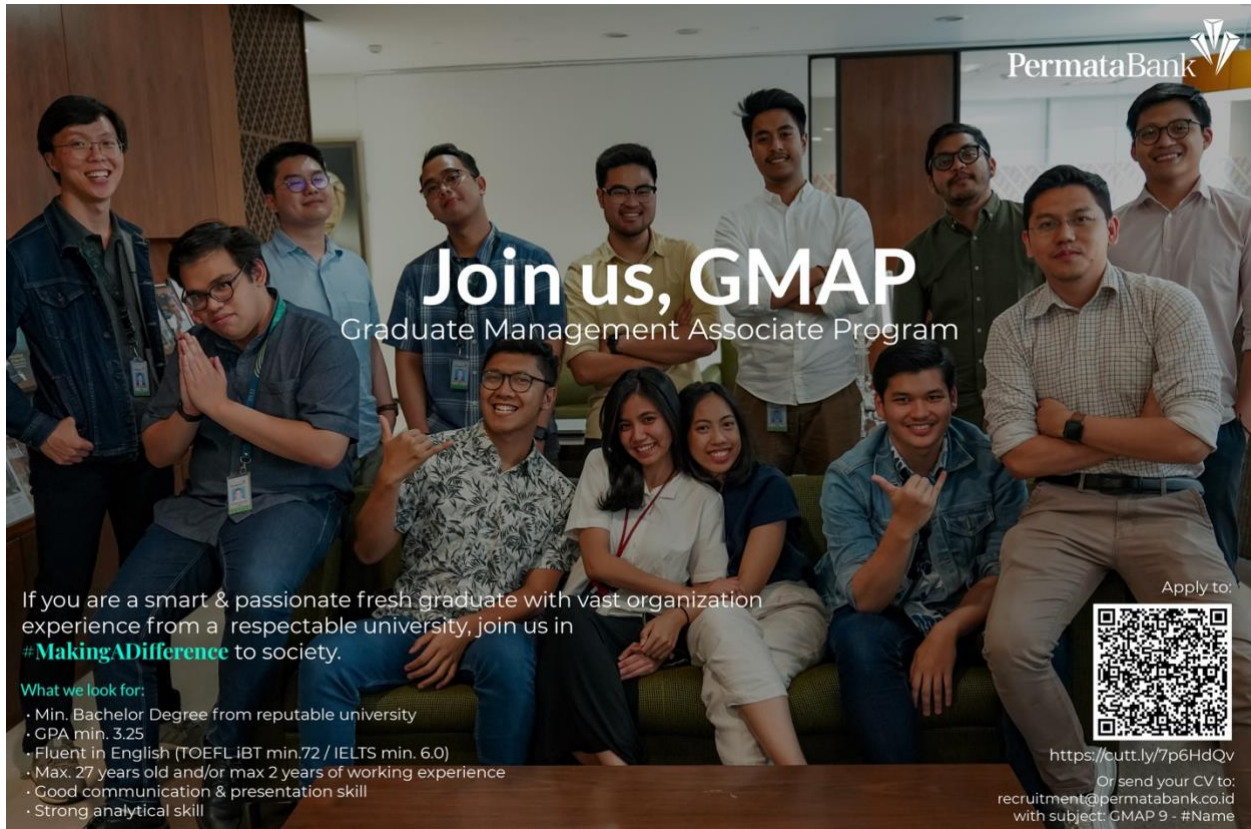
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- Get the chance to be part of our family

Application deadline: October 30th, 2020

    PANTENE  

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:



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

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

PT MAXIMUS COSMETICS INDONESIA

Copywriter

REQUIREMENTS :

- Brainstorming ideas and concepts for the visual and words with other members of the creative team.
- Writing and presenting a few options is necessary before submitting final draft.
- Working with design partners to concept (brainstorm) projects.
- Great research skills especially in beauty industry.
- Able to use Adobe Photoshop, In Design, After Effect
- **NEEDED** : be skilled especially in English language - *writing clear, concise and grammatically correct copy.*

CRITERIA :

- Have good written and interpersonal skills.
- Be able to work under pressure.
- Have excellent interpersonal and communication skills.
- Be highly creative and imaginative.
- Be highly self-motivated and well organised.
- Have an eye for detail.

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PT GRANTON MARKETING

Videographer / Photographer

Job Responsibilities:

- Film videos / Photos on set or location.
- Ensure that equipment for a shoot is present and working.
- Handling video editing as needed according to request
- Shoot a variety of project, including internal video events marketing, social media campaigns.
- Edit footage in post-production.
- Direct other camera operators so that the needed footage is acquired.
- Responsible for capturing high-quality event content capturing fun, brand-friendly moments both candid and on some occasions staged.
- Responsible for capturing all product content including but not limited to food & drink, venue, staff, clothing.
- Responsible for all photographic and video content from start to finish including capturing content and editing for the needs of output.

Job Requirements:

- max 28-year-old.
- Fresh graduate are welcome.
- Be able to operate a camera and possesses proficiency in the technical of picture-taking.
- Solid experience with digital technology and editing software (e.g. Adobe Premiere. After Effects, Photoshop).
- Able to build creative concept from scratch and supervise the execution.
- Up to date with video and social media trends.
- A highly creative individual and have a good standard of visual taste.
- Able to work with others and open for feedback.
- Understanding of how to create a video for different platform (Instagram, Facebook, Youtube, Website).

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CROWE INDONESIA

Junior Consultant

Requirements

- Bachelor degree in Accounting from reputable University with min. GPA 3.00 (out of 4.00)
- Have experience in consulting firm or Accounting
- Finance field will be an advantage
- Have a good analytical and interpersonal skill
- Have a good communication skill
- Fluent in English, both spoken and written
- Able to work in multi tasking and challenging environment
- Should be detail oriented, energetic, and able to work under minimum supervision

Desired Skills and Experience

- Degree
- Min. GPA 3
- 22 - 25 years old

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GRAB

Key Account Manager, GrabFood

Job Description:

Get to know our Team:

Dynamic team who provide you the environment to grow and better career.

Get to know the Role:

We are looking for a talented generalist to help us build strategic relationships with high-profile merchants and drive revenue. As a Account Manager, you will be responsible for owning and growing our most important merchant relationships.

We're looking for superstars who can operate independently, move fast, and get things done. We want people who love being challenged and are excited by the idea of joining our growing Merchant Organization and doing what it takes to win. If this sounds like you – read on!

The day-to-day activities:

- Relationships building: continuously engage our merchants and listening to their needs, feedbacks, and stay in close communications
- Marketing campaign and promotions design: Craft a compelling campaign by leveraging co-marketing partnership with our partners to bring value to our customers, which also drive more values back to our partners
- Driving growth and Higher ROI: Ensure the partners are growing with you and the company. Take a data driven approach to estimate ROI and KPI analysis for each partner in order to grow basket size and create loyal customers.
- Ensuring consistency and quality: Have the greatest interest to make sure partners are also maintaining service and food quality consistency. Liaising with operations, customer service and partners to ensure issues are resolved over email, phone, or in person.
- Cross-functional relationship: Work with our product, operations, and merchant acquisition teams to make sure merchants have the best possible experience
- Managing team performance: You will be most likely working with a team from a very early stage. It's crucial to help build the team, tools and processes needed to serve, retain and grow our most important merchants

The must haves:

- Minimum of 3-5 years experience of sales business development, account management or operations
- Experienced in handling and dealing with partners (account management experience)
- An exceptional track record of driving revenue through partnerships
- Multi-tasking and able to work under pressure and constantly changing environment
- Proficient in English is a plus
- Passion for the on-demand delivery space, and food delivery in particular
- Comfortable to work using laptop and internet
- Great communication and negotiation skills
- **Willing to be under contract status 12 months**

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PT SUPRA PRIMATAMA NUSANTARA (BIZNET)

Procurement

Tugas & Tanggung Jawab:

- Bertanggung jawab dalam proses pembelian / pengadaan
- Bertanggung jawab seluruh kegiatan administrasi pengadaan dengan baik, efektif dan efisien
- Menjaga data Master vendor dan data master material
- Memantau pesanan pembelian yang belum dibayar dan mengkonfirmasi pengguna untuk pembelian pesananyang belum dibayar
- Pengelolaan barang impor

Kualifikasi:

- Pendidikan S1 Finance / Accounting / Management / Bisnis Administrasi, GPA 3.00
- Usia 26 - 35 tahun
- Fresh graduate Memiliki pengalaman minimal 1-2 tahun di bidang Manajemen / Procurement / Bisnis Administrasi
- Menguasai Microsoft Office
- Memiliki keahlian dalam berkomunikasi dan negosiasi
- **Workplacement : Head Office Jakarta**

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