

Ad Operations Associate

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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PROCTER & GAMBLE

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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GLINTS

Project Manager

Glints is looking for a project manager to join our team in our Jakarta office. This person will lead the successful execution of a variety of projects from start to finish.

The mission for this role is to:

Support Glints Indonesia business growth by creating and implementing strategic projects and initiatives to acquire, activate, and retain employers to Glints. This role covers multiple functions such as campaign management, community, partnerships, event management, content marketing, online & offline marketing. This role also ensures that the company is reaching out to the ideal customers / users.

The ideal candidate is a self-starter with excellent time-management and problem-solving abilities who thrives in fast-paced environments.

Responsibilities

- Gather sales-qualified leads from projects
- Reactivated past / inactive clients
- Refarmed jobs from inactive clients
- Closed partnership with 10 employer communities
- Conduct successful employer events

Requirements

- Go-getter
- Problem-solver
- Business Acumen
- Systematic, analytical thinking
- Project management
- Marketing communications
- Event marketing
- Partnership
- Community marketing
- Leadership, teamwork
- Excellent English command

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PAPER.ID

Business Analyst

Job Description

- Responsible to provide insight based on quantitative and qualitative data gathered from the existing & new user and also working towards improvement of Customer Activation and Customer Journey to ensure everything is on its right track.
- Create end-to-end Customer Journey and establish program to improve Customer Activation and Experience.
- Cultivating, processing, and presenting both quantitative and qualitative data into insightful analysis for decision making.
- Turning insight into action plan that would be useful for Customer Engagement improvement and liaise action plan with related party.
- Tracking all action plan and strategic project related to Customer Activation and monitoring post-implementation result.

Minimum Qualifications

- Bachelor's Degree in Management, Marketing or related field
- Have 2-4 years relevant work experience as a Business Analyst and Accounts Manager especially on Customer Engagement project.
- Minimum Bachelor degree holder.
- Excellent communication, problem solving, and project management skill.
- Data-driven and has experience on csv/xls data processing.
- Enjoyed fast-paced environment and keep exploring something new.
- Has good English for both verbal and written.
- Willing to work at Sunter Agung, Jakarta Utara

Desired Skills and Experience

Business Analysis, Marketing Communications, Customer Service, Problem Solving, Data Analysis, Account Management

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SHOPEE

KOL (Key Opinion Leaders) Management

Job Description:

- Communicate with industry professionals to create a strong network
- Acquire and maintain KOL affiliates to support on going campaign
- Selecting, dealing, arranging meeting and reminding on each account to execute the campaign
- Ensure the contract terms and conditions related


Requirement:

- Bachelor Degree in any major
- Having previous experience in managing KOL is preferred
- Proven experience in handling broad range of talents (celebrities, artists, etc)
- Familiar with digital campaign
- Have broad network
- Good English in oral and written (preferred)
- Good negotiation skills
- Excellent multitasking skills

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PERMATA BANK

Graduate Management Associate Program




Join us, GMAP
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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@permatabank.co.id
with subject: GMAP 9 - #Name

Send your CV to: recruitment@permatabank.co.id

With subject: GMAP 9 - #Name

GLINTS

Product Marketing Associate

The mission for this role is to execute and optimize Glints Academy awareness & acquisition funnel.

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

2.0 Outcomes

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

3.0 Abilities & Strengths

LIST 5 - 7 MOST IMPORTANT NATURAL STRENGTHS OR ABILITIES

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

4.0 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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