

Agency Search Account Manager

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.
- 4 years of account/relationship management experience in media, marketing or advertising.
- Ability to speak and write in English and Indonesian fluently.

Preferred qualifications:

- Experience with a Large Performance Media Agency to support sales and relations.
- Experience in search engine marketing (SEM) or search engine optimization (SEO).
- Hands-on experience and expertise with Google Ads, SA360 and Google Analytics platforms.
- Experience on performance tools like Kenshoo.
- Project and partner management skills.
- Comfortable presenting to groups on specific domain areas.

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.

In this role, your responsibility will be to work with Media and also creative agencies to support them for setting the vision, strategy and plans on Search for some of the largest advertisers in Indonesia. You will be a strategic analyst, advisor and consultant, providing support to agencies in building search expertise across brand, and performance clients. You will partner with Agency Relationship Managers and Account Managers to work with the Capability Program, and lead to

build integrated search related upskilling opportunities based on industry trends and insights on these agencies.

As an Agency Search Account Manager, you will be a member of the Large Client Sales Brand Business team based in Jakarta Indonesia, with direct responsibility to our agencies and clients reporting to the Agency Industry Head. You will partner closely with Large Customer Sales brand business teams with Account Managers, Industry Managers and Sales Managers as well as the Search Product Specialists.

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

- Develop and manage relationships with search and performance planners, creative developers, content planners and partners at agencies by becoming their trusted digital and transformation advisor.
- Manage and grow agency search business mainly by actioning Search optimizations at scale and developing pipeline of search business growth and further optimization opportunities.
- Support agencies on a day to day basis for troubleshooting on Search, account analysis and driving product adoption.
- Lead upskilling and learning programs through events and workshops to nurture search skills and other cross-functional activities to pitch new features and inform agency partners of our latest updates across Search products.
- Specify and support the various reports and reporting formats to be delivered on a daily/weekly/monthly/quarterly basis in accordance with the requirements of different agencies.

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Interested in PwC Technology Careers? PwC Consulting Indonesia is calling for you



Associate - Technology Consulting

Digital Transformation

Requirements:

- Bachelor's/Master's degree from a reputable university with a minimum GPA of 3.00 out of 4.00 in:

Computer science

Industrial Engineering

Information System or Management Information System

- Maximum two years of professional experience at a major consulting firm or as an IT professional in any industry. Fresh graduates are also welcome to apply.
- Good awareness and understanding of technological trends that might transform the business, IT infrastructure, ERP solutions (SAP and Oracle), UI/UX design and/or programming.



Application deadline: **17 November 2020**

Apply by submitting your resume, academic transcript and essay through this link: bit.ly/PwC_TechCons2020

For more information, contact: ✉ id_recruitment@pwc.com

www.pwc.com/id PwC Indonesia

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BANK OCBC NISP

Banking Academy for Sales

Graduates, be the FIRST on LinkedIn Dream Jobs Campaign.

And Mark your CAREER now!

Banking Academy hosts 3 specialized career path within OCBC NISP. The program delivers its learning experience through structured curriculum designed specifically for each stream.

The program divided into classroom trainings, observation, and On-the-job Training (OJT).

In OCBC NISP, we value our talents and strongly believe that career progression is a process, evolves through time, and perseverance.

Graduate Development Program – Banking Academy program is designed to accelerate the development of high qualified sales professionals in funding and lending business lines within the bank.

Requirements:

- Fresh graduates, Bachelor/Master degree from reputable university (any disciplines) with maximum 2 years of experiences
- Min. GPA 2.75 out of 4.00
- Excellent communication and interpersonal skills
- A high degree of self motivation and drive
- Having the ability to sell

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Account Manager Commercial (OPBG)

Position Description

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

Requirements

- Bachelor's Degree or equivalent
- Experience using analysis, reporting, modeling, and forecasting to gather data for the purpose of making business decisions
- Account management experience with relationship management and negotiation skills- Program management experience
- Problem-solving passion and service orientation
- Familiar with mobile & notebook products
- Preferable have experience handling with dealers

Skills/Qualifications

- Excellent numeric skill
- Outstanding excel skill
- Work experience in IT industry is a plus
- Strong data management and ability to analyse problems and resolve swiftly
- Extremely well-organised with high level of attention to details

Essential Soft Skills

- The successful individual will be confident and able to engage across all levels and all functions
- Strong verbal, written and formal presentation skills will be required
- A strong character able to negotiate effectively
- Excellent interpersonal skills
- Able to perform effectively while 'juggling' a number of balls

Please attach a CV with your application, those without will not be considered.

Additionally you may include a cover letter with your application should you wish.

If you have any questions or queries regarding this position, please contact us directly at hrd_indonesia@asus.com

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PAYFAZZ

Key account Manager

Job Description

- Acquire new accounts to generate revenue for a portfolio
- Identify new revenue streams/opportunities within existing accounts to retain relationship by up-selling and cross-selling
- Resolve complaints and keeping track of all processes that pertain to account's requisitions/demands
- Ensuring account's demand are met with a focus on improving the customer experience
- Collecting and analyzing data concerning client/account's behavior to understand changing needs

Minimum Qualifications

- Bachelor degree from any major
- Having 2-3 years Experience as Key Account Manager, Partnership Manager or Relationship Manager in F&B Industry, FMCG, or other similar industries
- Advance selling and negotiation skills
- Satisfactory problem solving skills to help resolve customer complaints or needs
- Excellent verbal and written communication skills and comfortable in meeting and building relationship with new clients/accounts
- Strong customer service and interpersonal skills for dealing with different types of customers or accounts
- Exceptional analytical skills
- Up to date understanding of the industry's customer behaviour
- Time Management and multitasking skills in order to handle multiple tasks and accounts

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PT GRAPHIE GLOBAL INTERAKTIF

Front End Developer

JOB DESCRIPTION

- Develop new user-facing features
- Build reusable code and libraries for future use
- Design and ensure the technical feasibility of UI/UX designs
- Optimize application for maximum speed and scalability
- Assure that all user input is validated before submitting to back-end
- Collaborate with other team members and stakeholders
- Maintain update legacy code

Requirements

- Bachelor's degree in Engineering: Computer/Information/Tech/Science/Math/or Relevant
- Strong knowledge of Progressive Web Applications (PWA)
- Preferably having experiences with two or more projects using PWA
- Familiar with skeleton loader and lazy-load
- Strong in HTML, CSS, Javascript and/or library such as jQuery, Angular, React, PHP, solid understanding and demonstration of responsive sites, able to work in team and meet deadlines
- Fresh Graduates are welcome to apply
- High passion in software engineering
- Fast learner, good problem solving, teamwork and analytical skills

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PT MULTISARANA BAHTERAMANDIRI

Finance & Accounting Supervisor

General Requirement:

- Maximum 35 years old
- Bachelor Degree (S1) majoring in Accounting from reputable University or Technical College for related position with GPA min. 3
- Have minimum 2 years of working experience in Finance & Accounting area
- Understand and highly capable of all spectrum of Finance & Accounting: AP, AR, Treasury, Cashflow, Statutory reporting, monthly closing & tax.
- Ensure all transactions and journal entries with accounting principle, practice, standard, law and tax regulation
- Good knowledge of Taxation, General Ledger, Financial Statements, detail oriented and having strong analytical skills
- Manage and responsible all of accounting report and tax functions
- Able to manage tasks effectively and to manage team member
- Able to work under pressure with dead line
- Trustworthy, strong leadership, hard working, accurate, self motivated
- Good communication skills in English (both oral and written)
- Preferably from Freight Forwarding Company
- **Having a home or residence around Bekasi area or North Jakarta**

Job Description:

- Preparing Monthly Expense Reports
- Organize financial data into usable information and maintain updated records
- Establish accounting policies and procedures, aligned with company's targets

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PT TJHINDATAMA MULIA

Design Graphis

Kualifikasi

- Usia maks. 30 tahun
- Pendidikan min. S1 Multimedia/ Seni/ DKV/ Produk atau setara (fresh graduate are welcome)
- Menguasai Motion Graphics Software
- Pekerja keras dan mampu bekerja secara mandiri atau bersama team
- Memiliki passion dibidang Kecantikan
- Keahlian memotret menjadi nilai tambah
- Menyertakan contoh portofolio karya yang pernah dibuat

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SHOPEE

ShopeeAds Project Management

Job Scope:

In-Platform Marketing Operation Strategist

- Analyze, operate, and optimize Shopee's in-platform marketing tool
- Manage local and global brands' in-platform marketing efforts
- Strategize in-platform marketing efforts for clients

If you are:

- Bachelor's degree from a reputable university with minimum GPA 3.3
- Major in Marketing/Accounting/Finance/Math would be preferable
- Has min. 2 years experience in Paidads tools
- Strong logic, analytical thinking, and passionate with marketing and business development approach
- Having an experience with Online Marketing/SEM/SEO is a plus

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