

UNIVERSAL MUSIC GROUP

Commercial Deputy Manager

We are in search of an **Commercial Deputy Manager, Digital Accounts** to be based in **Jakarta**.

Commercial Deputy Manager is responsible to grow the business by developing current partners and finding new potential partner in the market. He/She also responsible for commercial terms with coordination from regional and global team. He/She will work with marketing team to optimize our performance in each partner.

About the role:

- Grow the business by focusing on current digital partners and finding new potential partner in the market
- Key account management for Indonesia market
- Manage business relationship and devise and execute strategies to help our partners grow by working with all aspects of content, product development, marketing, analysis and customer acquisition
- Execute and monitor strategies and products implemented across partnerships within scope of business.
- Timeline management, ensuring that key milestones are met with key stakeholders both internally and externally.
- Work cross-functionally with internal (marketing, new business, A&R) and external (strategic partners, marketing, product and sales) teams
- Good understanding of the digital landscape of market/s, consumer behaviour, and trigger points in the industries that can be translated into executable creative marketing solutions.
- Support new business team in pitches and events management

Desirable Traits:

- At least 4 years of Account Management, Business Development, Sales and Marketing experience
- Experience dealing with digital partners preferred (E.g. Youtube, Apple, Spotify etc.)
- Experience from related industries preferred (digital service provider, entertainment, music etc)
- Presentation with Powerpoint, Keynote, Excel and more
- Strong analytical and strategic thinking

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Senior UX Researcher

Job Description:

- You play a critical role in helping many teams with research. As a senior researcher, you will pour your problem-solving skills into research.
- You're going to lead research initiatives to collect insights into user behavior. You will explore both UX research (to understand users' experience in using a product) and market research (to understand the market landscape for a certain product or brand). You'll also be expected to run product research, mainly through competitive benchmarking.
- As a senior, you're expected to formulate your research initiatives based on the team's and organization's needs.
- You will employ various research methods ranging from surveys and in-depth interviews to usability testing and contextual study. Your creativity and critical thinking matter in this role because you have the opportunity to choose the best method to get valid and reliable insights for your research purpose.
- You will synthesize data, develop conclusive and actionable insights in a report, and deliver product improvements suggestions based on your insights. You will also lead finding presentations and facilitate brainstorming sessions with other teams.
- You collaborate closely with different teams in each project (mainly product, product design, business development, and marketing) to provide impactful insights for their decision-making process. You will also monitor how your insights are implemented in the product, design, or business development.
- You understand the company strategies and direction and contribute by seeking relevant insights into user needs and market trends.
- You will help nurture associate researchers based on your competencies.

Requirements:

- Passion for insights. You have the high enthusiasm to run primary data collection and analysis by empathically talking to users, formulating surveys, and other methods. As a senior researcher, at least 3 years of experience in product, UX, or market research is a must.
- Skills in building behavioral models/frameworks are highly appreciated.
- Ability to communicate effectively in English (both written and oral).
- Ability to work in teams and independently. You will receive full mentorship and coaching from your lead and other researchers to ensure your research input, process, and output have a high quality.

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Product Marketing Manager

About The Role

As a Product Marketing Manager, you will lead product marketing campaign initiatives to drive impact to business users, execute the strategies by identifying organizational coordination for a new product or feature launches across departments.

If you are a team player hoping to join a dynamic team, then its time for you to join the team!

What You Will Do

- Create competitive analysis on merchant insight using various research models
- Develop strategic communication and determine the product positioning
- Develop go-to-market strategies and define the right media channel
- Evaluate the strategy to optimize the result for the next improvement

What You Will Need

- BA/MS in Marketing, Communication or related major with at least 3 years experience
- Experienced in running 360 marketing campaign, product marketing, digital & traditional marketing, and email marketing
- Experienced in project management and brand management
- Experienced in business consulting and high proficiency in Excel or SQL is a plus
- Strong leadership, critical thinking and problem-solving
- Ability to write, read and speak fluent English

About The Team

Ever imagine the brain and muscle team behind GOJEK's Merchant? Merchant's Marketing team has now Mitra Usaha Gojek as one stop business solutions for merchants to grow their business. This team are strives to develop marketing solutions for the Merchant's community, because its time to adapt new marketing technology and approaches to better engagement with our Merchant. All the things for with one single goal : Improve sustainability in the market and GROW their businesses by joining Gojek ecosystem!

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GOJEK

CCU Content Specialist

About The Role

As CCU Content Specialist, you will be responsible to Ensure high priority in delivering service excellence in the team, to supervise CCU Content to achieve unit target OKR, conducting day to day operational on CCU Content handling case related with creating narration for CCU, and handling new project of ChatBot and all new and existing financial products & features (GoPay, PayLater, GoModal) in all content channels.

What You Will Do

- Creating and maintaining content for Customer Care Unit (in external and internal portal such as GoKnowledge, In-App Help, Website, Macros, and ChatBot)
- Ensure service excellence delivered to the customer
- Prepare and submit performance report in daily, weekly and monthly basis to direct leader/superior
- Collaborate with stakeholders to provide relevant content and support goals

What You Will Need

- Having experience in the same field for a minimum of 2 years
- Having experience in Customer Service
- Having experience in content writing / copywriting
- Creative design is a plus

About The Team

The Care team in Gojek is a group of passionate and energetic people that love to solve daily problems to maintain sustainability within the Service Excellence Division.

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MEDIACOM

Senior Connection Planner

Overview of Job

Mediacom is part of GroupM, which oversees the media investment management sector for WPP, the world's leading communication services group. MediaCom is currently named Agency Network of the Year at Festival of Media Global Awards 2020. Mediacom is a team of 8,000 people in 125 offices in 100 markets. And we are the trusted partner to more than 2000 brands globally. Our success is underpinned by our belief 'People First, Better Results' that if we invest in our people, we'll deliver better results not only for our teams but for our clients.

We are currently looking for a Senior Connections Planning to join us. In this role, you will be responsible to manage the day-to-day operations of both conventional and digital media planning with excellence for the assigned client(s).

Reporting of the role

This role primarily reports to the Connection Planning Sr. Manager and/or the Media Director.

Best Things About The Job

- A learning environment with mentorship from within MediaCom Indonesia, MediaCom Regional/Global team & GroupM Indonesia.
- Opportunities to work across local and international client and agency teams.
- You will always be at the front line in getting and implementation of the latest insight, trend and new media innovation and technology.
- On top of continuing excellence delivery in traditional media, also huge focus on growing the integration with digital planning product including, social, programmatic, performance or e-commerce, search and content.

Measures of success -

In 3 Months, You Would Have

- Adapted and bonded with the internal team across the agency
- Understood past work and plans to the best of your ability within the category/brand that you will handle
- Understood category and brands objectives and the challenges
- Gained initial client trust and comfort level to drive their business

In 6 Months, You Would Have

- Manage day-to-day operation with the client, that is including the execution of the conventional & digital campaigns.
- Search and Content will also be part of your development and excellence delivery to clients
- Shown significant signs of growth potential within MediaCom.
- Work with internal and external partners to create best in class media strategies and tactical plans
- Integrated effectively and in good manner with clients, teams (local/regional/global), vendors and partners

In 12 Months, You Would Have

- Have cemented your role within the team and contributed to the team delivery and success of a variety of client campaigns
- Comfortable to drive strategic & tactical innovation across media platforms.

Responsibilities Of The Role

Besides planning (offline and online), overseeing, and driving operational needs of your clients; you would also be in-charge of being a media consultant to the clients by advising, guiding and shaping your clients' media work specific to the categories/brands you are handled.

What You Will Need

- Minimal Bachelor degree in communication, media, marketing or business management.
- 2-4 years working experience, a marketing/digital/client relationship is preferred. Creative capability is a plus.
- Open minded attitude to accept and embrace agile changes, learning new things, and seeking solutions and improvement
- Experience in - but not limited only to - digital media (social/programmatic/performance/e-commerce/search and content) or marketing/brand management is preferred (or a role that covers above knowledge areas)
- Fluency in Bahasa Indonesia and English (both written and spoken)
- As to understand and able to operate Nielsen tools is important, but what we prefer to see is how you use the relevant data for your clients.
- Independent in ways of working.
- Ability to lead and be a team player
- Discipline and have a good time management skill.
- Candidate should be able to present thoughts, plans and ideas in a clear and succinct manner (on a PowerPoint, Excel, or otherwise)

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ZALORA GROUP

Junior Digital Imaging

Zalora Indonesia is looking for a Junior Digital Imaging to provide good quality of photos. The primary focus is to provide the highest quality all editorial photos. Direct report to Digital Imaging Supervisor . Location based in Warehouse Bekasi

Responsibilities:

- Person in charge in producing graphic design solutions
- Conceptualizing design and marketing collaterals (both offline/online)
- Execute design concepts
- Analyze previous works and recommend improvements
- Collaborate with other departments to provide the most effective visual solutions
- Ensuring that all editorial photos one of the highest quality possible before they are published
- Responsible with real product checking (make sure softcopy & hardcopy is similar)
- Designing communicative pictures

Requirements:

- Candidates must be at least a Bachelor in Visual Communication Design (preferred) or photography
- Excellent skill in photoshop, Lightroom & able to creating digital renderings of images, photographs, or graphic design image.
- Excellent skill in photo editing retouch
- Able to work quickly under pressure & deadline
- Have great taste in typography, colors and layout
- Able to conceptualize and execute ideas in the most efficient way and timeframe
- Analytical thinking
- Able to work under tight pressures and multiple deadline

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THE ARNOTT'S GROUP

Business Development Executive

The ideal candidate will have experience in all stages of the sales cycle. They should be confident with building new client relationship and maintaining existing ones. They must ensure to deliver top line growth and delivery EBIT commitment as of annual target (AOP).

Responsibilities

Business Development Executive is responsible to ensure and deliver all aspects of :

1. Mainly responsible for Indochina eg. Vietnam, Myanmar & Cambodia (Sales trend, marketing activities trend, market information, competitor, compliance etc)
2. Ensure business sustainability, understanding customer needs and provide solution to meet the demand
3. Operational Communication with internal department including:
 - Regular Operational communication (payment and shipment monitoring),
 - BD projects (NPD, New packaging) if any
 - Communication related with customer inquiry (marketing material, logistic information, regulation).

Qualifications

- Minimum Bachelor's degree from any discipline
- Knowledge in Commercial (Sales, Marketing) process flow and understanding respective countries business potential, barrier to entry, competition level, and customers / consumers needs and Arnott's group capability to serve and grow in these markets
- Great Microsoft excel skills
- Effective conceptual, organising and planning skills
- Proactive, persistent, self driven, detail and result oriented
- Composure and assertive under pressure – can do attitude
- Interpersonal savvy and confident to work cross – functionally, regional, manage diverse group and influence, deploy and manage strategic initiatives.
- Strong written and verbal communication skills (English)
- Good adaptability to work environment changes

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JOHNSON & JOHNSON

E-Commerce Manager

Overview

This role will report to the Head of Digital & E-Commerce for total J&J Indonesia. You will work extensively with colleagues from Brand, Marketing/Commercial Development, Communication, Finance, and external partners of marketplace and agencies.

What Success Looks Like

You demonstrate strong and positive relationship building skills across internal and external multi-functional teams. You deliver business targets, e-commerce growth and penetration. You are an individual who leads with passion and agility.

Responsibilities Of The Role Includes The Following

- Lead regional/local strategy and execution of e-commerce marketing and commercial with healthy ROAS-driven campaigns.
- Joint business planning with key e-commerce retailers and e-distributors to drive sales growth.
- Develop e-content based on consumer insights to drive ecommerce sales, prospecting, retarget, and retain customers.
- Create and align e-commerce promotion/pricing strategies across multiple marketplace with clear 5Ps aligning with O2O strategy.
- Manage and execute e-commerce initiatives with vendors across various online platforms in collaboration with brand, digital, and cross-agencies.
- Manage market localization of e-commerce plans and content across the region.
- Building report to understand the impact of online media and ads management for ROAS tracking

Requirement of the role:

- Minimum Bachelors degree
- 2 years in ecommerce sales with digital marketing knowledge
- Strategic and analytical thinking
- Demonstrated ability to drive innovation and brand growth through data
- Operate with agility and flexibility
- Attention to detail and timeline management

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Strategic Innovation - Associate

Responsibilities (Associate)

1. Assist Strategic Innovation Head in executing key initiatives
2. Conduct preliminary research or analysis on industry, competition, and technology
3. Gather, analyze, and interpret data and contribute to project reports or presentation
4. Collaborate with other units within or outside Corporate Strategy to ensure the execution of the company's strategy
5. Assist management and other function in fundraising or other corporate action

Requirements:

1. Min. bachelor degree from reputable university (MBA is preferred)
2. Fresh graduate or up to 2 years of experience
3. Advanced skills in Microsoft Office, especially PowerPoint
4. Proficient in Verbals and Writing skills
5. Eager to develop new skills and area of expertise
6. Passion or understanding in payment or fintech industry, digital strategy, strategic analysis, or technology trends is a plus

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Audit & Assurance

It's time to join our Audit troop!

The Audit & Assurance team at KPMG Indonesia is now seeking motivated & high-caliber graduates to join our talented team of professionals.

Accounting student? 3 and above GPA? Great English?

Submit your online application to our website: <https://careers.kpmg.co.id/>
All applications are strictly confidential. Only short-listed candidates will be notified.

home.kpmg/id

KPMG

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Submit your online application to our website: <https://careers.kpmg.co.id/> soon to grab this career opportunity at #KPMGIndonesia #RecruitMeKPMG



CALLING ALL BINUSIAN

CALON PEGAWAI OJK

Major

- Accounting
- Finance
- Management
- Law
- Industrial Engineering
- Computer Engineering
- Information System
- Computer Science

GPA 3.00 of 4.00

Usia pada 1 November 2020

- S1 Maksimal 25 Tahun
- S2 Maksimal 27 Tahun

TOEFL iBT Minimal 6

Send Your CV to:

mrahayuputri@binus.edu

(Subject: Calon Pegawai OJK)

Maks 27 November 2020

