

SHOPEE

Marketing Operations (ShopeePay)

Job Description

- Responsible for the operational aspects of campaigns, including but not limited to setting up vouchers, cash-back promotions, free shipping promotions, etc.
- Collaborate and coordinate across multiple teams and departments regarding to campaign operations
- Ensure smooth and timely execution of campaigns
- Perform regular analysis of campaign performance and metrics to report on campaign performance
- Generate new ideas and drive continual optimization of marketing campaign operations

Requirements

- Bachelor's degree from a recognised university
- Background in communications or marketing is a plus
- Experience in eCommerce marketing and/or campaign management would be a plus
- Able to communicate both verbally and written in English and Indonesian to communicate with our internal and regional stakeholders
- High attention to detail and strongly meticulous
- Strong project management and execution abilities
- Ability to be creative operationally and strategically
- Strong work ethics and performance-driven
- Reliable and good team player who enjoys a fast-paced environment

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GOJEK

Brand Executive (Branding & International)

About The Role

Fasten your helmet and climb aboard if you're ready to be our Brand Executive for GoFood. In this role, you will be an integral player within the GoFood Marketing team based in Jakarta, Indonesia. Focusing heavily on turning your idea into an awesome campaign, you will manage various campaigns for GoFood in efforts to drive brand love towards GoFood. The folks in the GoFood brand, product, analytics, creative and strategy teams will be your companions on this ride. Your efforts will help us to maintain GoFood leadership in the market.

What You Will Do

- Develop an end-to-end thinking from planning to executing campaigns in a timely manner. Analyze what worked and didn't to further create a better strategy
- Brainstorm with the team to create a Brand Marketing Plan by analyzing the consumer behavior, the cultural view and the competitive landscape of this category
- Able to scale or measure the objectives and key metrics of ongoing campaigns
- Have attention to the tiniest details by helping to manage the budget and ensure it is spent efficiently
- Passionate to work with other cross functional teams whether it is internal or external stakeholders
- Execution is the key. Bring fresh ideation for any execution whether it is in-app based (Push Notification, Inbox Messages, Shuffle Card, etc) or other relevant channels (TV Commercial, Billboard, etc)
- Translate key messages from GoFood variety of campaigns throughout our digital touchpoints from owned social media to Key Opinion Leaders
- Psstt.. It's a plus if you love curating a lot of hidden gems (food and beverages) around you!

What You Will Need

- Bachelor's degree from reputable universities or equivalent practical experience
- At least 1 year of experience in the Marketing field, any experience from brand management team, FMCG industry, advertising agencies, or other related fields.
- Experience in managing campaign development and executing campaigns
- Experience working with cross-functional/cross-discipline stakeholders, and drafting and leading communication plans for internal stakeholders
- Experience in brand health tracking on the reporting, trend monitoring and developing an improvement plan

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EY

People Advisory Service – Senior & Junior Consultant

Join us and build an exceptional experience for yourself, and a better working world for all.

People Advisory Services (PAS) shapes and delivers the part of business strategy that depends on people. As a PAS professional, you will have the opportunity to work with clients to understand and address some of their largest and most complex people-related challenges, and ultimately improve and drive valuable and sustainable business results. We focus on engagements that relate:

- Organization and Workforce Transformation – aligning business and workforce strategies with current and future operating models by applying capabilities such as scenario modelling, organization design, workforce planning & analytics, as well as talent strategy.
- Change Experience and Learning – defining the new ways of working (agile, design thinking, digital, problem solving, collaboration) as well as accelerated adoption through the transformation.
- HR Transformation – re-imagining and digitizing the HR function, including HR strategy, HR service delivery model, HR cloud technology as well as transforming employee policies and rewards to align with business and individual objectives.
- Purpose, Culture and Leadership – aligning leadership and cultural programs with clients' business strategy, purpose and operating model, adapting to the changing needs of their customers and building modern leadership and talent capabilities to drive efficiency and innovation.

Main qualifications:

- Have a bachelor's degree in the areas of: Psychology / Management / Business from reputable university with excellent academic record. Master's degree will be an advantage. Other areas of study are welcomed to apply.
- Fresh graduate with up to 2 years of working experience (for Junior Consultant) and minimum 3 years of relevant experience (for Senior Consultant). Prior experience in Consulting environment will be an advantage.
- Min GPA 3.20 out of 4.00 from reputable Universities.
- Fluency in Bahasa Indonesia and proficiency in English, both verbal and written.
- Demonstrates enthusiasm and strong drive to learn and self-development
- Highly motivated individuals with excellent problem-solving skills and the ability to prioritize shifting workloads in a rapidly changing industry.
- An effective communicator, you'll be a confident team player that collaborates with people from various teams while looking to develop your career in a dynamic organization.

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MAYBANK

Relationship Management Development Program

Relationship Management Development Program (RMDP) aim at best graduates to provide opportunities and accelerate banking careers especially as Premier Wealth Relationship Manager. The program offers comprehensive training and exposure in Banking to prepare young talents ready to take Maybank Indonesia to the next level of performance and growth. Graduated from this program will be the potential to be the future bank leaders.

Requirements:

- Bachelor Degree in Business Management, Marketing or any major from reputable university (Minimum GPA of 3.00 scale 4)
- Preferably has experience as sales or marketing in Banking or Financial Industry
- Excellent communication, interpersonal and networking skills
- Excellent analytical thinking, persistent, **target oriented**
- Passionate in Marketing
- Max 25 years old

Only shortlisted candidate will be contacted.

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GRAB

Business Strategy Associate

Get to know the Role

We are looking for Business Strategy Associate, this role serves as an advisory & consulting team for regions related to high-level business strategies. This role is responsible for ensuring all GrabExpress HQ initiatives for East territory (and vice versa) can run well. In addition, this role is focused to design initiatives to drive business growth and work with cross-functional teams (within & outside East territory) to execute and ensure project success.

Day-to-Day Activities

- Perform various analysis from customers side perspective on a daily basis, such as: customer behavior, use cases and other pattern that will give insight to management on how to capture the business potential driver partners such as: working behavior and unit economics
- Responsible for regular performance monitoring of cities, expected to identify potential issues and propose action plans
- Lead formulation of supply-shaping and demand-generating strategy for cities and regions
- Design reports and performance measurement dashboards to support GrabExpress operational in East Territory
- Create new and optimize ad-hoc projects to improve supply and demand conditions

The Must Haves

- Bachelor (and/or) degree preferably in Business, Statistics, Mathematics, Economics or Engineering
- Minimum 2 years relevant work experience, Experience in business, strategy and/or tech consulting would be an advantage.
- Excellent in Microsoft Excel, Microsoft PowerPoint, Microsoft Word. Knowledge in tools like SQL, R, Python, Tableau, Power BI would be an advantage
- Detail oriented. Experience in managing complex, cross-functional projects.
- Fluent in English, effective communicator to both technical and business audiences

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GOJEK

Brand Activation Supervisor - Transport

About The Role

If you're looking to be a part of a dynamic, highly-analytical team and an opportunity to dive deep into projects surrounding brand experiences, look no further. As our Brand Activation Supervisor for Transport Marketing, you'll take the wheel in building customer experience for Gojek Transport services. Along with planning for offline branding strategy, you will be in charge of developing partnership schemes and POI (Point of Interest) selection based on the current performance and growth opportunity. Working closely with the Business Development, Creative, Offline, Partnerships and Regional team, you will get to align on the strategies and action plan tailored to each city and initiatives. The cherry on top: you'll get to be a part of a team that works to leverage brand awareness and visibility, as well as contribute towards the growth of the business in driving the transaction uplift.

What You Will Do

- Assist Brand Experience Manager in the planning and ideation for POI related activation in alignment with existing campaigns and initiatives
- Develop activation related guidelines for POI projects and initiatives, for both internal (cross departments) and external partners
- Plan for brand activation strategy to increase awareness and brand visibility, while also driving transaction and user growth for transport products
- Support new product launch activation at POIs
- Lead creative development, production and deployment along with the offline creative team
- Provide regular tracking on activation related projects and initiatives
- Maintain communication and conduct regular alignment with all related departments, including Regional, Partnership and Offline Creative team

What You Will Need

- Bachelor degree in Marketing or related majors, with min. 1 year experience in handling brand/consumer marketing
- Familiar with all brand marketing related activities and its initiatives, preferably with previous experience in brand activation or similar role
- Passionate in exploring creative ideas and its related executions
- Excellent communicator with good project management skills
- Willing to travel to intercity or outercity for market visit and monitoring

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ISMAYA GROUP

Cost Control Associate

Job Description

- Assist Cost Control Supervisor to monitor and control all procedures that affect the receipt, issuance, general controls and sales of food and beverage
- Maintain MRP/ ERP Data (Front End & Back End)
- Reporting food and beverage inventories, cost of sales, and the internal cost controls
- Assist Cost Control Supervisor in the monthly food and beverage inventories count and extension
- Ensure proper storage and issuance of all food and beverage items
- Establish and maintain a cost allocation transfer system for food and beverage supplies to the various departments
- Cost all food and beverage items and, where practical, input these costs into the point of sales system
- Create COGS Report
- Prepare monthly potential food and beverage cost of sales
- Prepare, and all food and beverage costs monthly and recommend alternatives to improve costs

Requirements

- Possess at least Bachelor's Degree in Finance/Accountancy/Banking or equivalent.
- At least 1-2 Year(s) of working experience in the F&B Industry or related field
- Fresh Graduated are welcome to apply
- Strong knowledge of total cost management and cost control.
- Good in analytical thinking and Attention to detail.
- Outstanding communication skills both in English and Bahasa
- Exceptionally well organized with an aptitude for data, strong Microsoft Excel skills.

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HALODOC

Key Account Executive

Job Description:

- Build and maintain relationship with partners and propose business opportunity for existing and new partners Generate and Achieve sales target
- Working with other divisions (Marketing, Customer Services and Tech teams) to plan marketing activities
- Prepare reports of progress and performances to partners and internal team
- Key Account executive it will supporting Category Manager to monitoring, reporting and controlling partners.
- Monitoring and analysis partners performance day by day and proposing solution that meet their objectives

Requirement:

- Bachelor Degree or equivalent
- Minimum 3 years experience as client relation, business development, account management, or equivalent.
- Having a health industry background is a plus
- Good in sales and managing relationship with clients
- Excellent communication and presentation skills
- Microsoft office (Excel, Power point, Words) and google services skill
- Data driven
- Fluent in English

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TIME INTERNATIONAL

Wholesale Executive

The Wholesale Account Executive will be responsible for developing and maintaining the sales with dealers. Calls on potential or existing dealers as assigned to develop new business or retain existing business. Perform all duties in accordance with the company's policies and procedures, Indonesia laws and regulations, wherein the company operates.

Responsibilities will be (but not limited to):

- Contacts and sets appointments with new and existing watches dealers
- Advises dealers of Company programs, pricing and submission policies and procedures
- Advises dealers of any changes to Company's policies or procedures
- Assists dealers in purchasing submission process
- Manages products pipeline to achieve departmental goals and objectives
- Developing and giving a training to dealer's team about new product and new sales target.
- Manages report including stock report, display report and market update report.
- Build and develop good relationship with dealers, including monitoring stock, order and complaint.
- Manage sales reports
- Ensures compliance deadlines are met with regards to pre-disclosures, approval letters and denial notices
- Perform other duties as assigned.

Requirements:

- At least Bachelor degree from reputable universities any major
- At least 2 years of experience in Sales, preferably in B2B from Retail & FMCG
- Familiar with a variety of the field's concepts, practices, and procedures of wholesale
- Excellent verbal, written and presentation communications skills both Bahasa and English
- Excellent organizational skills with ability to adapt quickly and effectively to change
- Strong customer service skills.
- Relies on extensive experience and judgment to plan and accomplish goals
- A wide degree of creativity and latitude is expected
- Has strong technical knowledge of the organization's products, services and sales techniques.
- Good skill in Microsoft Office.

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PT MITSUBISHI UFJ LEASE & FINANCE INDONESIA

Corporate Marketing Staff

Responsibilities:

- To introduce products to prospective customers by explaining products and its facilities so customers will show interest to get a lease agreement by making phone calls, sending fax/e-mails, etc.
- To develop and maintain relationships with prospective customers in order to get new business
- To maintain a productive relationship with the suppliers to ensure a steady flow of information regarding new prospects
- To conduct feasibility studies of the customers in term of their credit worthiness
- To prepare the initial proposal in response to customer's requirements, then ask for customers to confirm the receiving of the lease proposal that has been sent to them
- To prepare credit proposals, analyze and examine lease applications, and appraise credit risk of the customers and present all these to superior
- To follow-up the collection of customer's documents, such as, Akta Pendirian Perusahaan (Company Certification), NPWP (Company Tax Number), SIUPP (Company License), Financial Reports, etc. before the disbursement process begins
- Visit customers to observe first-hand their condition, like their assets and its location, what kind of business they are operating, etc. and make appropriate reports on results of these visits regularly
- To get confirmation from superior in accordance with the amount of disbursement to pay which has to follow the company rules
- To implement Marketing Policies & Operating Procedures that is linked to the company's business strategy
- To ensure payment (collection) from the customers will be followed-up before its due date and to do collection activities needed when overdue occurs
- To prepare and submit Marketing reports regularly
- To give response and follow-up the work requirements and instructions which are given by superior and management in accomplishing duties

Requirements:

- Maximum age 30 years old
- Bachelor degree (S-1) from Reputable University, minimum IPK 3.0
- Able to speak Mandarin will be an advantage
- Has experience in financing or banking industry minimum 1 year will be an advantage
- Has knowledge about accounting and financial analysis
- Strong sales (good communication) and good analytical skill
- Familiar with Ms. Office (Ms. Word, Ms. Excel, Ms. Power Point)
- Fluent in English both written and orally
- Able to work in team, target & deadline oriented

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AGUNG SEDAYU GROUP

Social Media Specialist

Tugas & Tanggung Jawab :

- Membuat konten (design) dan artikel (konten) media sosial (Facebook, Instagram, Youtube dan Website)
- Menjalankan kegiatan promosi melalui media sosial
- Merencanakan strategi pembuatan konten media sosial untuk branding produk
- Memantau tren media sosial
- Menganalisis aktivitas media sosial
- Bekerja sama dengan tim Sales & Marketing untuk melaksanakan pemasaran online

Detail Kualifikasi :

- Usia 24-30 tahun
- Pendidikan minimal S1 Jurusan Desain Komunikasi Visual
- Memiliki pengalaman sebagai Social Media Specialist min. 2 tahun
- Menguasai teknik design menggunakan Photoshop/ Illustrator/ Corel Draw
- Memiliki pengalaman dalam mengelola akun media sosial seperti Facebook, Instagram, Youtube dan Website atau e-commerce
- Mengikuti perkembangan mengenai media sosial dan memahami Search Engine Optimalization (SEO)
- Memiliki kepribadian Outgoing, Kreatif, berorientasi pada detail dan responsif
- Bersedia ditempatkan di Marketing Gallery Taman Anggrek Residences, Jakarta Barat
- **Bersedia bekerja di hari weekend (sabtu & minggu) atau Hari Libur Nasional (akan libur diantara hari Senin-Jumat).**

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PT ULTRA PRIMA ABADI (ORANG TUA GROUP)

Corporate Design Staff

Job Description:

- Making visual communication based on request
- Finishing the design based on deadline
- Making direct observation at competitor's design

Requirements:

- Candidate must possess at least Bachelor's Degree in Art/Design/Creative Multimedia or equivalent with min. GPA 3.0
- At least 1 Year(s) of working experience in the related field is required for this position
- Required Skill(s): Adobe Photoshop
- Preferably Staff (non-management & non-supervisor) specialized in Arts/Creative/Graphics Design or equivalent

Only candidates who match our requirements are going to be followed up to the next step of our recruitment process

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PT METROX GLOBAL

Product Design

Job description

- Incharge of the entire product creation process.
- Concepting, designing, and implementing a product by working with production team and other team members.

Requirements:

- Minimal Bachelor Degree in Product Design / fashion design or similar.
- Minimal 1 year as a Product Designer in fashion/garment/ shoes industry or similar.
- Able to make product design concepts from the beginning to the process of developing product samples.
- Able to do product research and analyze it into a new product concept.
- Understanding the types and quality of raw materials.
- Able to make product development plans in monthly and annual periods.
- Able to work with team
- Follow the development of fashion trends.

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PT MASKAPAI REASURANSI INDONESIA (MAREIN)

IT Programmer Staff

RESPONSIBILITIES

- Develop system applications to support business process.
- Maintain and enhance system applications.
- Perform testing and documentation for system applications.

JOB SPECIFICATIONS AND QUALIFICATIONS

- At least Bachelor of Information Technology/Computer Science/System Information with minimum GPA of 3.25 from reputable university
- Maximum 25 years old
- Strong analytical skill
- Demonstrate good understanding and ability in : **HTML, CSS, Javascript, JQuery, Ajax, and Bootstrap, PHP / ASP.NET (C#), DBMS SQL Server and Crystal Report**
- Fluent in English (both oral and written)
- Demonstrate good communication skill, adaptability and teamwork
- Familiar with ASP.NET (C #) MVC programming will be an advantage
- Experience in reinsurance will be an advantage

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YAYASAN BINA NUSANTARA

Data Scientist Officer

Responsibilities:

- Ensure effective data management and analysis for various organizational performance purposes
- Maintain accurate, update and evaluation of data related to institutional data & analytic
- Ensure effective and accurate data gathering & analysis of institutional data
- Ensure excellent operational process and services for all stakeholders
- Build strong and effective internal cooperation which support the overall objectives of the department

JOB REQUIREMENTS

- Candidate must possess at least Bachelor Degree in Computer Sciences, Information Systems (Database)
- Experience in data analytics and big data process
- Experience in using **Tableau** or other data analytic tools
- Good communication and analytical thinking
- Hardworker, fast learner and team work

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YAYASAN BINA NUSANTARA

System Analyst

Job Description

- Ensure the effectiveness of the system development process
- Identify the user's need and available business process
- Ensure the arrangement and system development align with the user's requirement
- Monitor and enhance user's satisfaction towards various IS Application Development in Software Solution Department

Requirements

- Minimum Bachelor Degree in Computer Studies / IT
- Minimum 1 year experience in similar position/ Fresh Graduate
- Have experience in Business Process Management and SDLC Tools

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PT ASURANSI CENTRAL ASIA

IT Business Analyst

Deskripsi Pekerjaan

- Melakukan analisa kebutuhan user untuk dituangkan ke dalam Business Requirement Document (BPR)
- Melakukan koordinasi dengan developer berkaitan dengan enchacement atau new request yang diajukan user
- Melakukan QC terhadap aplikasi yang sudah dikembangkan oleh developer
- Menghandle complain

Kualifikasi :

- Pendidikan minimal S1 jurusan Tehnik Informatika/ Sistem Informasi. minimal IPK 3.00 (skala 4)
- Having good understanding with **SQL Language**
- Having experience in insurance industry preferred
- Good Analytical Thinking
- Good Documentation
- Mampu bekerja dibawah tekanan dan mampu bekerja keras baik dalam team maupun secara individual
- Memiliki sikap yang baik, bertanggung jawab, dapat mengerjakan banyak proyek dan tim player yang luar biasa
- Memiliki manajemen waktu yang baik, disiplin dan memiliki komunikasi interpersonal yang kuat
- Usia maksimal 30 tahun

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