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JAC Recruitment Indonesia

PR/124030 | General Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1611386

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 06:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JOB DESCRIPTIONS:**1. Business Development & Market Expansion**

- Develop and execute go-to-market strategies to establish the company as a key player in the Indonesian advertising ecosystem.
- Build strategic partnerships with WiFi owners, ensuring a strong network infrastructure for AWING's solutions.
- Develop and lead the sales team to target media agencies and brands, driving adoption of AWING's advertising solutions.
- Monitor market trends, competitor activities, and customer needs to refine business strategies accordingly.

2. Company Operations & Leadership

- Oversee all aspects of subsidiary operations, ensuring compliance with local regulations and corporate governance.
- Build and manage a high-performing local team, focusing on talent acquisition, performance management, and

leadership development.

- Develop operational processes to ensure efficiency and alignment with AWING's global standards.

3. Financial & Strategic Management

- Drive profitability by setting and achieving revenue and cost-control targets.
- Report directly to the regional leadership team, providing updates on business performance and strategic initiatives.

JOB REQUIREMENTS:

- 10+ years of experience in business development, sales, and partnership acquiring in the media, advertising, or technology industry.
- Minimum 5 years working experiences at Manager level or above
- Strong network and influence within the Indonesian advertising and media ecosystem.
- Proven track record managing company's operations
- Proven track record in scaling business operations and driving revenue growth.
- Fluent in English and Bahasa Indonesia.
- Entrepreneurial mindset with strong leadership, negotiation, and strategic thinking skill

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Company Description