



PR/123295 | Digital Sales & Data Lead

募集職種

人材紹介会社

ジェイエイシーリクルートメントインドネシア

求人ID

1561396

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年10月14日 10:21

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Our client is a next-generation fintech and consultancy company backed by global investors, focusing on simplifying financial health for consumers in Indonesia.

Our client is currently looking for a Lead – Digital Sales & Data to join their Jakarta office. This is a newly created leadership role that merges Sales and Data Analytics, designed to drive both growth and profitability.

Responsibilities:

- Lead digital sales growth (target: scaling monthly disbursements from IDR 4B → 20B in 8–12 months).
- Combine sales leadership with data-driven decision making (CAC/LTV optimization, funnel analytics, delinquency tracking).
- Collaborate with Growth, Risk, and Product teams to balance volume, quality, and profitability.

- Play a strategic role directly with the CEO, influencing growth and portfolio health at scale

Requirements:

- Bachelor's in Business, Marketing, Economics, or Data Analytics
- 7–8 years in fintech/banking/consumer lending with hands-on digital sales + analytics + credit/risk exposure.
- Proven ability to scale digital sales with profitability.
- Strong analytics (SQL, Excel, BI) + comfort with risk and delinquency metrics.
- Experience in digital funnels, lead scoring, and CAC/LTV frameworks.
- Excellent leadership and cross-functional collaboration with Marketing, Risk, and Collections.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明