



PR/124030 | General Manager

## 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

1611386

### 業種

デジタルマーケティング

### 雇用形態

正社員

### 勤務地

インドネシア

### 給与

経験考慮の上、応相談

### 更新日

2026年09月22日 06:00

## 応募必要条件

### 職務経験

10年以上

### キャリアレベル

中途経験者レベル

### 英語レベル

ビジネス会話レベル

### 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

### 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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会社説明