


# 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11月03日 14:00

## 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'ssolutions.
- Develop and lead the sales team to target media agencies and brands, driving adoption of AWING'sadvertising 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

**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