

Business Consultant

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Company: PT Solid Gold Jakarta

Location: Jakarta

Category: other-general

Established in 2002, PT Solid Gold Berjangka (SGB) is a futures brokerage company registered and supervised by the Commodity Futures Trading Supervisory Agency (BAPPEBTI). With more than 20 years of experience in the Commodity Futures Trading industry, SGB is a member of PT Bursa Berjangka Jakarta (BBJ) and PT Kliring Berjangka Indonesia (Persero).

Currently, PT Solid Gold Berjangka transaction services continue to expand with a total of 5 operational offices spread across Jakarta, Semarang, Palembang, Makassar, Bali.

Berdiri sejak tahun 2002, PT Solid Gold Berjangka ("SGB") merupakan perusahaan pialang berjangka terdaftar dan diawasi oleh Badan Pengawas Perdagangan Berjangka Komoditi (BAPPEBTI). Berpengalaman lebih dari 20 tahun di industri Perdagangan Berjangka Komoditi, SGB adalah anggota dari PT Bursa Berjangka Jakarta (BBJ) dan PT Kliring Berjangka Indonesia (Persero).

Saat ini pelayanan transaksi PT Solid Gold Berjangka terus meluas dengan total kantor operasional mencapai 5 kantor tersebar di Jakarta, Semarang, Palembang, Makassar, Bali.

The Role

You will be responsible for :

Taking brand ownership and devising the brand strategy, including the setting of style guides, brand guidelines, brand vision and value proposition for the short as well as the long term.

Translating brand strategy into brand plan and go-to-market strategy.

Planning and execution of communications and media actions across offline, online and social media.

Participating in product development, pricing and supporting new product launches.

Guiding the Advertising & Promotion budget.

Driving sales objectives and achieving commercial budget and targets.

Identifying new sales opportunities and building client relationships.

Building a high performing team by providing strong mentorship, coaching and guidance.

Ensuring timely recognition and reward for top achievers and implement performance management actions when needed.

Ensuring use of proper use database and tools to track performance.

Building strong and collaborative relationships with other internal stakeholders.

Monitoring market trends and providing regular competitor analysis.

Identifying opportunities for new business development through following up on leads and conducting research on target clients.

New business generation by meeting potential clients to understand needs and providing relevant solutions.

Managing the sales process to close new business opportunities.

Building strong relationships with the existing portfolio of clients.

Setting weekly and monthly activity and revenue targets for the team and driving them to achieve these.

Working on app store optimisation.

Regularly monitoring user analytics and using these insights to drive strategies to secure downloads and improve customer engagement.

Managing a team of 1-5 people.

Ideal Profile

You have at least 1 year experience ideally in B2B Sales / Account Executive or Brand Marketing / Brand Manager within Professional Services industry.

Experience within would be a strong advantage.

You possess excellent interpersonal as well as written and verbal communication skills.

You are a strong mentor and coach who can build high performing teams

You possess strong analytical skills and are comfortable dealing with numerical data

You are a strong team player who can manage multiple stakeholders

What's on Offer?

Leadership Role

Opportunity within a company with a solid track record of performance

Fantastic work culture

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