

Business Development for Digital Product

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Company: Sasanadigital

Location: Indonesia

Category: other-general

A newly set-up digital business and technology consulting service business is looking for technically capable, dynamic, and proactive students and professionals for internship projects for our business development and client requirements. Internship/Apprentice role are open for 6-months contribution and experience real collaborations by working on-site (WFO) in our office located in Graha Pos Indonesia, Bandung, West Java. This role given opportunity to work in a new and growing technology consulting start-up company. Position is open to all who are students or people who have experience in the field and looking to gain knowledge and experience with a growing consulting company.

- Identifying potential clients in the market and complete appropriate research on the prospective cafe or restaurant
- Contacting and visiting café or restaurant that already listed
- Arranging meeting with café or restaurant's PIC (e.g., Operational Manager, Store Manager, Owner, etc.)
- Conducting merchant visit activities to potential business to establish relationships and cooperate with business owners
- Co-operating and working closely with marketing team to create contract-winning proposals and partnerships for current and prospective clients
- Communicating and building relationship in order to promote SaaS App for café/restaurant
- Convincing café or restaurant to use our app.
- Have experience in marketing, sales, business operations, merchant acquisitions, or similar roles
- D3/S1 degree in Marketing, Business Administrations, Communication, or related field
- Outgoing, socially confident person, and enjoy communicate with large amount of people
- Good knowledge about F&B and cafes and/or their analysis
- Must be able to drive a vehicle
- Strong communication, telecommunications, organization, and negotiation skills
- Able to manage administrative tasks (Create reports, proposals, etc.)

Able to flourish with minimal guidance, be proactive, and handle uncertainty• Able to work neatly, organized, and structured in fast-paced environment• Based in Bandung and willing to work from the office. ApproachBusiness DevelopmentCommunication Merchant Handling Free Flow Coffee and Tea Social EngagementsOnboardingPlay Video Digital MarketingDigital OperationsDigital Media ToolsIsi Form Lamaran Email Domisili Nomor WhatsApp CV / Resume Maksimal ukuran file 2 MB (Format File: Posisi Apply-Nama.pdf)

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