



PT DEKORUMA INOVASI LESTARI is a multinational technology startup company based in Jakarta. We have a vision to become e-commerce home & living number 1 in Southeast Asia. We have exponential growth since our live date in January 2016.

Our team members hail from NTU, University of British Columbia and Melbourne University graduates, with top company background, such as Quora, Traveloka, Panasonic, Ruma.com, aCommerce and Informa. Here in Dekoruma you will be able to realize your true potential and make a real impact. If you think you are a dynamic and highly-driven individual, join us and be a part of our family!

Business Development

This role is essential to build customer retention and drive sales through promotion with new/ existing partners. You will lead all elements of business identification, strategy, partnerships and execution strategy.

Responsibilities

1. Develop a growth strategy focused both on financial gain and customer satisfaction
2. Conduct research to identify new markets and customer needs
3. Arrange business meetings with prospective partners
4. Present new products and services and enhance existing relationships.
5. Prepare sales contracts ensuring adherence to law-established rules and guidelines
6. Build long-term relationships with new and existing customers / partners

Requirements

1. Excellent communication and people skills
2. Demonstrable experience in deal with high-level negotiations
3. Excellent time management and planning skills
4. Proficiency in MS Office
5. Proficiency in English

Digital Marketing Technologist

This role is become emerging today because it drive most of sales for startup company. The biggest challenge is to drive cost effective sales for the company. This skill is listed in 25 Most Wanted Skills 2016 (source : linkedin.com). Let's join the future of the marketing industry!

Responsibilities

1. Working together with Product & Technology team to build in-house marketing application
2. Create and manage campaign to achieve target
3. Grow customer acquisition
4. Campaign Analysis

Requirements

1. Computer Science / Mathematics / Engineering / Any quantitative fields (there's a bunch of numbers & technology involved).
2. Hands-on understanding of the online marketing industry.
3. Analytical and logical thinking.

OTHER INFORMATION

Please send your CV to hr@dekoruma.com with subject related to the position that you applied.

OR

Send your CV online to CDC-UI Website (<http://cdc.ui.ac.id>)