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IT Services or solutions sales.

Tata Consultancy Services

PT TCS Indonesia, established in 2006, provides a full range of
IT, outsourcing, and consulting services that help top-tier local
and global corporations transform their technology services
and business operations, both within the local market in
Indonesia and worldwide. Today, TCS Indonesia serves some of
the biggest and well-known corporations in Indonesia, helping
them develop and grow IT services and infrastructure that
mirrors the extremely fast pace of economic growth occurring
in Indonesia, one of Asia’s hottest emerging markets. While
enabling a strong IT services backbone is a priority for TCS
Indonesia, we are also driven by a mission to play a key role in
developing IT skills and talent in Indonesia, leveraging the
formula that has made TCS a global leader in the IT industry, as
well as an employer of choice to employees worldwide.

Sales Director – BFS

Job Description:
• The Sales Director (SD) will be responsible for winning new
and profitable business in BFSI vertical within Indonesia
amongst local large BFS customers.
• Seek out new opportunities, and drive them through the
sales cycle to signed contract. Lead the Sales process in a
structured manner from lead generation to contract.
• Maintain C-level customer relationships beyond and plays
a pivotal role as a trusted customer advisor.
• Engaging the decision makers using solution selling
process, business case discussion, presentation and
presales support activities.
• Contribute to Account Plans, Sales Strategy, and
Forecasting.

Reporting directly to the Country Head – Indonesia and
functionally to Asia Pacific – BFS Vertical Head, produce
regular reports relating to sales process and customer
development progress status.
• Accountable for achieving sales order targets and revenue
delivery targets.

Requirements:
• 7-10 years of experience in business development or sales
management.
• BFS industry knowledge essential.
• Excellence in inter-personal and communication skills.
• Good experience of IT Services or solutions sales.
• Always thinking out of the box, creative, persuasive and
innovative in formulating, marketing strategies towards
achieving and exceeding sales targets.
• Must be comfortable in dealing with different levels of
clients from project managers up through to senior
executives at the level of CIO, COO, CEO. Proven customer
relationship skills, with experience in interfacing with
customers, at Executive/Director level in both business
and technology, on a regular basis.
• Willing to travel.
• Must be persistent, possesses high integrity, and is fast-
paced.
• Must have good client network with MNCs and GLCs.
• Willingness and ability for quick learning of TCS and
customer segments.
• Ability to structure winning solutions in close consultation
with various teams.
• High energy level to sustain and juggle changing priorities.

(continued on page 2)
Sales Director – Telecom

Job Description:
- The Sales Director (SD) will be responsible for winning new and profitable business in Telecom vertical within Indonesia amongst local large BFSI customers.
- Seek out new opportunities and drive them through the sales cycle to signed contract. Lead the Sales process in a structured manner from lead generation to contract.
- Maintain C-level customer relationships beyond and plays a pivotal role as a trusted customer advisor.
- Engaging the decision makers using solution selling process, business case discussion, presentation and presales support activities.
- Reporting directly to the Country Head – Indonesia and functionally to Asia Pacific – Telecom Vertical Head, produce regular reports relating to sales process and customer development progress status.
- Contribute to Account Plans, Sales Strategy and Forecasting.
- Accountable for achieving sales order targets and revenue delivery targets.

Requirements:
- At least 10 years of experience in business development or sales management.
- Telecom industry knowledge essential.
- Excellence in inter-personal and communication skills.
- Good experience of IT Services or solutions sales.
- Always thinking out of the box, creative, persuasive and innovative in formulating, marketing strategies towards achieving and exceeding sales targets.
- Must be comfortable in dealing with different levels of clients from project managers up through to senior executives at the level of CIO, COO, CEO.
- Proven customer relationship skills, with experience in interfacing with customers, at Executive/Director level in both business and technology, on a regular basis.
- Willing to travel.
- Must be persistent, possesses high integrity and is fast-paced.
- Must have good client network with MNCs and GLCs.
- Willingness and ability for quick learning of TCS and customer segments.
- Ability to structure winning solutions in close consultation with various teams.
- High energy level to sustain and juggle changing priorities.

Client Partner – Large Accounts

Job Description
- The Client Partner will be responsible for winning new and profitable business in a set of large existing clients across Industry verticals.
- The client partner will be responsible for managing a max of 3-4 accounts.
- Seek out new opportunities, and drive them through the sales cycle to signed contract. Lead the Sales process in a structured manner from lead generation to contract.
- Maintain C-level customer relationships beyond and plays a pivotal role as a trusted customer advisor.
- Engaging the decision makers using solution selling process, business case discussion, presentation and presales support activities.
- Reporting directly to the Country Head – Indonesia relating to sales process and customer development progress status.
- Contribute to Account Plans, Sales Strategy and Forecasting for the identified set of accounts.
- Accountable for achieving sales order targets and revenue delivery targets within the defined set of accounts.

Requirements:
- At least 8 years of experience in Account Management, business development or sales management.
- Excellence in inter-personal and communication skills.
- Excellent relationship management skills.
- Good experience of IT Services or solutions sales.
- Always thinking out of the box, creative, persuasive and innovative in formulating, marketing strategies towards achieving and exceeding sales targets.
- Must be comfortable in dealing with different levels of clients from project managers up through to senior executives at the level of CIO, COO, CEO. Proven customer relationship skills, with experience in interfacing with customers, at Executive/Director level in both business and technology, on a regular basis.
- Willing to travel.
- Must be persistent, possesses high integrity and is fast-paced.
- Willingness and ability for quick learning of TCS and customer segments.
- Ability to structure winning solutions in close consultation with various teams.
- High energy level to sustain and juggle changing priorities.

If you meet the requirements above, please kindly send your CV to: parag.w@tcs.com and cc apetri@binus.edu

Tata Consultancy Services
Level 16-F, Menara Prima Building
Jl. Lingkar Mega Kuningan Block 6.2
Jakarta 12950, Indonesia.
Phone: +62 2157947951
www.tcs.com
PT Unilever Indonesia, Tbk

We have new internship opportunity:

GET UP CLOSE & PERSONAL WITH A COMPANY THAT CAN SHAPE YOUR FUTURE

What better way to understand Unilever than actually working with us? The internship experience allows you to work in a cross function team on specific projects. You will be placed in a team where you can learn from your peers, your line managers, and senior leaders that will help you develop your skills and competencies. Immersing in the Unilever culture, and perform well. Who knows – upon successful completion of the program, you will have a job waiting for you before you even graduate.

What you can experience in this program:

- A project-based internship with a duration of 2-6 months starting in June and Jan (2 batch/year)
- Involve in a team where you can learn from your peers, your line managers, and senior leaders
- Available opportunities according to your true passion: Marketing and Customer Development (Sales), Finance, Supply Chain, Human Resources.

Benefit & facilities:

- You are expected to relocate to the city where the internship is available at your own expense.
- During the Internship program, you will get a competitive allowance on monthly basis
- The intern will also be eligible to access Unilever in-house facilities such as the gym, lunch at the canteen, in-house medical facilities, and reimbursement for any expense that occurs to complete the project under corporate policy.

We are also looking for:

UNILEVER FUTURE LEADERS PROGRAM

Unilever future leaders program will develop you to become leader of the future. You will be expose to international rotation, experiencing different business unit fulfilling working environment and competitive rewards.

Minimum Requirements:

- 2010, 2011 graduates or will have graduated by July 2012
- GPA > 3.00
- Fluent in English both verbal and written

For more information, please visit:
www.unilever.co.id/Careers/internship or
www.unilever.co.id/Careers

Kennedy, Voice & Berliner

We, PR firm, are looking for:

Public Relations

Requirements:

- Good looking
- Fast learning
- Public Relation or Have a good communication skill

If your interested please send your cover letter and CV to karina@wirglobal.com and cc aputri@binus.edu

Kennedy, Voice & Berliner
Menara Karya Level 28, Jl. HR Rasuna Said Kav 1-2
Jakarta Selatan 12950

Thomson Reuters

Thomson Reuters, the global news and information company, is looking for:

Knowledge Network Specialist

Role Purpose:

Build service and training focused relationships with end users to ensure connectivity, product adoption and success, and thereby maximize customer satisfaction, loyalty, and retention. Jointly responsible with the Knowledge Network Manager to up-skill and train Knowledge Network Associates. Mentor new employees, and regularly shadow training sessions to share feedback/observations with the associate.

Major Responsibilities / Accountabilities:

- Deliver virtual instructor-led modules and courseware based on clients' workflow and business requirements.
- Support campaigns and training activities to the benefit of the wider regional organization
- Jointly manage the creation of toolkits for assigned courses, collaborating with eLearning, video teams, and peers
- Research and prepare for training courses using the knowledge acquired in business specific training programs and toolkits
- Assist training staff in getting trained training applications and provide guidance and feedback
- Create and maintain accurate contact and activity records in the Customer Relationship Management (CRM) system.
- Proactively collect customer feedback.
- Work as a part of a virtual team to build valuable remote training offerings and content.
- Complete specialty training programs and may co-deliver train-the-trainer programs
- Deliver on-site and group training if required
- Continuously build personal knowledge of relevant product/customer markets

(continued on page 4)
Technical /Professional Skills & Competencies:
• Strong product and industry knowledge (related to particular business unit or product lines)
• Excellent verbal and written region appropriate language skills
• English is mandatory and other languages a significant plus, based on location
• Strong customer service skills
• Excellent relationship building and communication skills
• Strong time management and prioritization skills
• Ability to influence the core team to strive for targets and high quality
• Skills to motivate & assist colleagues to successfully complete the Knowledge Network Specialist certification

Desirable skills:
• Credible, engaging presentation delivery, especially via remote media
• Significant, demonstrable, deep understanding of industry-standard training applications like WebEx, Adobe Connect etc.
• Clear understanding and appreciation of the instructional design process.
• Online video development experience is a very significant advantage
• Any other training-related experience such as corporate classroom training

Certifications / Education:
BS/BA or equivalent work experience in the design of training & learning courseware Learning or Training-related professional certifications are a plus. (i.e. ASTD, CPLP, eLearning Design Certification, etc.)

If your interested please send your cover latter and CV to arief.gunardi@thomsonreuters.com and cc aputri@binus.edu

Thomson Reuters

PT Deloitte Indonesia

PT Deloitte Indonesia is looking for:

IT Risk Project

Requirements:
• Bachelor of Science in Accounting (fresh graduates are welcome) with strong academic credentials (Minimum GPA of 2.75)
• Strong verbal and written communication skills
• Analytical skill, problem solving, result oriented
• Ability to prioritize tasks, work on multiple assignments and work under tight time deadlines
• Ability to work both independently and as part of a team with professionals at all levels

• Willing to travel for out-of-town engagements
• Pass Technical skills, English as well as interview tests

If your interested please send your cover latter and CV to aputri@binus.edu

PT Deloitte Konsultan Indonesia
The Plaza Office Tower 33th Floor,
Jl. M.H. Thamrin Kav 28 – 30,
Jakarta 10350, Indonesia
Trust Corporation

Trust Corporation Group is looking for:

1. General Manager HRD/HC
2. Manager HRD/HC

General requirements:
- Experience in Training & Development
- Experience in Performance Management
- Experience in TQM and KPI will be an advantage
- Age max. 40
- Good in communication
- Good interpersonal and leadership skill

If you are interested please send your cover letter and CV to gidion@trustlinemarine.com and cc aputri@binus.edu

PT Moonlay Technologies

Build software and work with our distinguished clients both national and multinational corporations. Create products that serve our customers in a unique way. Implement latest technologies that benefit our clients and challenge your learning curves. Visit us at www.moonlay.com for details.

Moonlay Technologies, a dynamic, challenging and rewarding national and multinational corporations. Create products that benefit our clients and challenge your learning curves. Visit us at www.moonlay.com for details.

1. Business Analyst (Jakarta & Solo)

Responsibility:
You will analyze business and operations then create business requirements and works with the software developers and other end users to ensure technical compatibility and user satisfaction. You will also require to create preliminary system analysis for our software development process

Academic Qualification:
- Undergraduate degree (S1/B.Sc./B.A.) with GPA 3.0 from reputable universities
- Majoring in Computer Science, System Information, Informatics Engineering or other relevant majors
- Experience as Teaching Assistant, Lab. Assistant or Relevant Academic Organization is an advantage
- Fresh Graduate or Last Semester Students are encouraged to apply.

Attitude Qualification:
- Attractive personality
- Discipline, Hardworking, able to work under pressure
- Result Oriented with good process justification
- Excellent English
- Communicative & high social awareness
- Good individual and team player
- Know to have fun

Aptitude Qualification:
- Excellent OOA/D and OOP understanding
- .NET proficiency (or other relevant .NET programming language)
- Understanding on desktop, client server, network and web programming
- High understanding on Microsoft SQL Server Technologies
- Knowledge on Oracle and MySQL DBMS in an advantage
- Knowledge on development architecture, design patterns and practices is an advantage
- Knowledge on user interface programming, behavior and design is an advantage
- Knowledge on other programming language is an advantage

(continued on page 6)
3. Microsoft Business Intelligence Implementer (Jakarta)

Responsibility:
As a business intelligence (BI) developer, you bring crucial analytics to business solutions and organizations. Expertise in relational and multidimensional database schemas is a must. You solve real-world business problems by designing and building OLAP (online analytical processing) cubes, applying data mining algorithms, writing queries, and designing reports. Responsibilities range from aggregating data from multiple sources in an efficient data warehouse to designing enterprise-level solutions for very large multidimensional databases.

Academic Qualification:
- Undergraduate degree (S1/B.Sc./B.A.) with GPA 3.0 from reputable universities
- majoring in Computer Science, System Information, Informatics Engineering or Relevant Subject
- Experience as Teaching Assistant, Lab. Assistant or Relevant Academic Organization is an advantage
- Fresh Graduate or Last Semester Students are encouraged to apply.

Attitude Qualification:
- Attractive personality
- Discipline, Hardworking, able to work under pressure
- Result Oriented with good process justification
- Excellent English
- Good communicator
- Good individual and team player
- Know to have fun

Aptitude Qualification
- Excellent Business Process understanding
- High analytical and problem solving skill
- High proficiency in SQL Server Analytical Service (SSAS) and SQL Server Reporting Service (SSRS)
- High understanding of OLTP and OLAP databases
- Good experience with SQL Server Integration Service (SSIS - ETL)
- Knowledge on Active Directory and Exchange is an advantage
- Knowledge on understanding on Windows Server, Windows SharePoint (WSS), Microsoft Office SharePoint (MOSS) with good experience on implementing them in real business is an advantage
- Knowledge on enterprise architecture, design patterns and practices is an advantage
- Knowledge on other programming language is an advantage

4. Project Management Staff (Jakarta)

Responsibility:
You will administer tracking of projects and liaise with business and operations. Report to Head of Software Engineering in Project Management Department on daily progress of projects.

Identify problems/obstacles/issues/risks and decide on actions to mitigate.

Academic Qualification
- Undergraduate degree (S1/B.Sc./B.A.) with GPA 3.0 from reputable universities
- majoring in Psychology, Industrial Engineering, Public Relations, Information Technology, IT Management, System Information Management
- Experience as Teaching Assistant, Lab. Assistant or Relevant Academic Organization is an advantage
- Fresh Graduate or Last Semester Students are encouraged to apply.

Attitude Qualification:
- Attractive personality
- Discipline, Hardworking, able to work under pressure
- Result Oriented with good process justification
- Excellent English
- Communicative & high social awareness, motivator of the team
- Good individual and team player
- Know to have fun

Aptitude Qualification
- Excellent Business Process understanding
- High analytical and problem solving skill
- High understanding of organizational and people behavior
- Knowledge on handling creative, and engineering type of people is an advantage
- Calm and exact decision maker, tidy and neat
- High-level oriented but great detail-awareness

5. QUALITY CONTROL (Jakarta)

Responsibility:
You will ensure that a software product will meet its standard processes, requirements, and quality goals at its best value to the customer. Perform Test Cases and Verifications on software applications and also create test-related documentations.

Academic Qualification
- Undergraduate degree S1 with GPA 3.0 from reputable universities
- Majoring in System Information and Information Technology
- Fresh Graduate or Last Semester Students are encouraged to apply.

Attitude Qualification
- Attractive personality
- Discipline, Hardworking, able to work under pressure
- Communicative & high social awareness
- Excellent in English
- Good individual and team player
- Know to have fun
- Open Minded
(continued from page 6)

Aptitude Qualification:
- Detail Oriented with good process justification
- Attentive to detail
- Having knowledge in SQL Query
- Able to use Automate Tool

6. Software Architect (Jakarta)

Responsibility:
Identify and develop the appropriate software architecture based on the requirements and design elements contained in a system specification. Ensure the overall integrity of the software architecture. Provide supporting information to programmer to aid in the creation of a system specification.

Academic Qualification:
- Undergraduate degree (S1/B.Sc./B.A.) with GPA 3.0 from reputable universities
- majoring in Computer Science, System Information, Informatics Engineering or Relevant Subject
- Experience as Teaching Assistant, Lab. Assistant or Relevant Academic Organization is an advantage
- Fresh Graduate or Last Semester Students are encouraged to apply.

Attitude Qualification:
- Attractive personality
- Discipline, Hardworking, able to work under pressure
- Result Oriented with good process justification
- Excellent English
- Communicative & social awareness
- Good individual and team player
- Known to have fun
- Ability to look into developer’s difficulties and help channel knowledge to developers

Aptitude Qualification
- Excellent OOA/D and OOP understanding
- High C# proficiency
- High understanding on desktop, client server, network and web programming
- High understanding on Microsoft SQL Server Technologies
- Knowledge on Oracle and MySQL DBMS in an advantage
- Knowledge on development architecture, design patterns and practices is an advantage
- Knowledge on user interface programming, behavior and design is an advantage
- Knowledge on other programming language is an advantage

For all positions, Moonlay Technologies offers the benefits:
- Basic Salary
- Project Based Performance Bonus
- THR
- Insurance
- Great place to work and fun colleagues to work with

Present your-self and send resume (Cover letter and CV) to: iwananawork@moonlay.com and cc aputri@binus.edu

Moonlay Technologies
Equity Tower, 25th Floor Suite H
Jl. Jend. Sudirman Kav. 52-53
Jakarta 12190

PT Metropolitan Kentjana Tbk

The property industry is looking for:

Accounting / Finance Staff

Job Description:
- Billing & Payment Process (Finance)
- General Ledger, Financial Reporting (Accounting)

Requirements:
- Min. Bachelor Degree (S1) with IPK 3.00
- Strong Microsoft Office Knowledge
- Fluent in English
- Able to Work Under Pressure

For interested application should prepare CV, Application Letter, Academic Transcript, and Certificate. Sent to yayar@pondokindahgroup.co.id and cc aputri@binus.edu

PT Metropolitan Kentjana Tbk
Jl. Metro Duta Niaga Blok B 5
Pondok Indah Jakarta

PT FPC Consulting Indonesia

A new coming Japanese IT Consulting Company is just launching on Indonesia Market. We are concentrating into Cloud Application for BtoB customer such as Accounting, Stock Control, Digital Catalogue and movie manual, etc. We are aiming to provide the customers with new software experiments through enjoying our exciting and challenging jobs. We are looking for:

Programmer

Job Description:
Programming with/on LAMP environment by agile software development method
- +Linux
- +Apache
- +MySQL
- +PHP (+JAVA)

Requirements:
- Programming Skill with/on LAMP environment
- High Communication Skill Bahasa Indonesia and English
- Accounting knowledge is advantage

If you are interested, please send your CV and latest photo to Mr. Yuichi Koike: email yuichi.koike.jp@gmail.com and cc aputri@binus.edu

PT FPC Consulting Indonesia
Leo Burnett Indonesia

Internship

Leo Burnett Limited is a leading multinational 4A’s advertising agency, headquartered in Chicago, with over 8,000 employees in 96 offices across 84 countries handling big brands such as Coca Cola, McDonalds, Marlboro and etc. A Human Kind advertising agency, we believe that creativity has the power to transform human behavior. We are committed to providing equal opportunities in a friendly environment to our staff. We are known for our People-Oriented and High-Performance culture. We are looking for Internship:

Flash Developer

Job Description:
• You’ll be part of awesome digital team, meets a lot of cool and passionate people that understand the art of digital advertising.
• You’ll be assisting several accounts to develop Flash application, from as simple as animating a banner, as easy as creating Flash website, to as complex as Interactive Flash Games.
• You’ll be working for big names of big brands! Definitely will look flashy on your CV

Requirements:
• Expert in Flash and Action Script is a MUST (have portfolio)
• Strong Communication Skills and attention to details (we people talk a lot)
• Ability to work independently and in a team.
• Strong sense of design is a plus (at least you should understand which color get along with which color)
• Good sense of usability experience is a plus
• A Fun Individual

Information Architect and System Analyst

Job Description:
• You’ll be part of awesome digital team, meets a lot of cool and passionate people that understand the art of digital advertising.
• You’ll be assisting Technology Lead to create what always be the most important part of a digital project, a PLAN. A Plan might consist of wireframe, diagram, user flow, technical specification and requirements.
• You’ll be involved in big projects from big names of big brands. Definitely will look flashy on your CV

Requirements:
• Understanding of general IT projects
• Up to date on recent technologies is a MUST!
• Knowledge in Diagrams (such as: ERD, User Flow, DFD)
• Willing to learn
• Ability to work independently and in a team.
• Good sense of usability experience is a plus
• A Fun Individual

If your interested please send your CV and Portfolio of projects done (if any) to Ms. Pancanita Manalu: email Pancanita.manalu@id.leoburnett.com and cc aputri@binus.edu

Leo Burnett Indonesia
Menara Thamrin Lt. 26,
JI. KH Mas Mansyur 3, Jakarta

PT Madahani Talatah Nusantara

PT Madhanri Talatah Nusantara is a company which provides specialized constructions and mining contracting services to the resources sector through-out Indonesia is seeking suitably qualified and experienced personnel for the following position:

Project Cost Controller (Kalimantan)

Job Description:
• Provide assistance with cost reduction initiative in project site.
• Provide project cost performance report and variance analysis
• Provide assistance to prepare budget and forecast.
• Provide physical major stock count and analyzing of production target achievement as well as periodic equipments availability
• Monitor project costing allocation are corrected and properly posted to the system.
• Oversees project’s invoicing process as well as recognizing periodic accruals against its contractual agreement.

Requirements:
• Graduate in Engineering or Accounting (Bachelor degree/S1)
• 3 years working as cost controller in mining related industry
• Has high exposure in mining business processes which includes recognizing & analyzing the cost drivers
• Advance in Excel and preferably has basic knowledge in Data stream & SUN
• Good analytical thinking & interpersonal skills
• Good in English writing and speaking (presentation)
• Willingness to be placed at project site in Kalimantan
• Work Roster 8 : 2

If your interested please send your cover letter and CV to yudil_hari@madhani.co.id and cc aputri@binus.edu

PT. MADHANI TALATAH NUSANTARA
Talavera Office Park, 12th Floor
Jl. Letjen TB. Simatupang Kav. 22-26
Jakarta Selatan 12430
Telp : 021-75924414
PT Bank DBS Indonesia (DBSI)

Internship

DBS Group Holdings Ltd. has operations in 15 markets with a network comprising more than 250 branches/outlets and over 1,000 ATMs across 50 cities. It is a well-capitalized financial services group with “AA-” and “Aa1” credit ratings, among the highest in the Asia Pacific region. PT Bank DBS Indonesia (DBSI) was incorporated on 30 June 1989 under the name of PT Bank Mitsubishi Buana, a joint venture between The Mitsubishi Bank Ltd. and PT Bank Buana Indonesia later in 1997, DBS Bank Ltd. acquired the stake of Mitsubishi Bank Ltd. at PT Bank Mitsubishi Buana and became PT Bank DBS Buana. In October 2000 the Bank’s name changed to PT Bank DBS Indonesia. DBSI provides a full range of banking services including wealth management, corporate and consumer lending, trade finance, time deposits, current accounts, savings accounts, money market, and foreign exchange services.

DBSI T&O offers several internship position in IT system analysis, software developer, technical writer, tester and T&O officer:

**IT –System Analyst** (3-6 Months)

Requirements
- Study background major in Computer Science or Information System
- Good command in English (verbal & written)
- Strong knowledge of System Analysis, Project Management, and SDLC
- Experience in any web programming and SQL database related project
- Strong analytical skill, detail-oriented, hard working and passionate to learn
- GPA min. 3.00 (Scale 4.00)
- Has completed at minimum 2 years study in university

What will you learn?
- IT Project Management
- Banking operation processes
- Best practice in project documentation
- Regulatory Standards in Banking Industries (such as Monetary Authority of Singapore and Bank Indonesia regulation)

**IT –Programmer** (3-6 Months)

Requirements
- Study background major in Computer Science or Information System
- Good command in English (verbal & written)
- Strong knowledge or any project experience in ASP.NET, PHP, Visual Basic, HTML, or SQL
- Good programming skills preferably in web programming
- Able to work both in team and individual
- GPA min. 3.00 (Scale 4.00)
- Has completed at minimum 2 years study in university

What will you learn?
- Banking operation processes
- Best practice in project documentation
- Regulatory Standards in Banking Industries (such as Monetary Authority of Singapore and Bank Indonesia regulation)

**IT –Technical Writer** (3-6 Months)

Requirements
- Study background major in Computer Science or Information System
- Good command in English (verbal & written)
- Sufficient knowledge of computer applications (i.e. MS Office)
- Good knowledge of SDLC
- Basic knowledge and understanding in ASP.NET, PHP, HTML, and SQL
- Basic knowledge and understanding in Networking Technologies
- Strong analytical skill, detail-oriented, hard working and passionate to learn
- GPA min. 3.00 (Scale of 4.00)
- Has completed at minimum 2 years study in university

What will you learn?
- IT Application and Infrastructure Environment in Banking industry
- IT Project Management
- Best practice in project documentation
- Regulatory Standards in Banking Industries (such as Monetary Authority of Singapore and Bank Indonesia regulation)

**Operations Support** (3-6 Months)

Requirements
- Study background major in Information System, Management, Finance, or Accounting
- Good command in English (verbal & written)
- Sufficient knowledge of computer applications (i.e. MS Office)
- A highly driven and motivated self starter with a strong commitment in achieving career and personal goals
- Excellent interpersonal and communication skills
- GPA min. 3.00 (Scale of 4.00)
- Has completed at minimum 2 years study in university

What will you learn?
- Banking activities in IBO, CBO, CSO, TMO, T&O Risk, GPS, CRESA, or T&O SPS
- Process Improvement project in Institutional Banking, Consumer Banking, Treasury & Market Operations
- Regulatory Standards in Banking Industries (such as Monetary Authority of Singapore and Bank Indonesia regulation)

**System Quality Assurance/Software Tester**

(3-6 Months)

Requirements
- Study background in Accounting or any majors

*(continued on page 10)*
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- Good command in English (verbal & written)
- Sufficient knowledge of computer applications (i.e. MS Office)
- Knowledge in Accounting is beneficial
- Strong analytical skill, detail-oriented, hard working and passionate to learn
- GPA min. 3.00 (Scale of 4.00)
- Has completed at minimum 2 years study in university

What will you learn?
- Banking Applications
- Business Process in area within T&O
- Accounting Standards (i.e. Indonesian PSAK)
- Regulatory Standards in Banking Industries (such as Monetary Authority of Singapore and Bank Indonesia regulation)

**IT – Project Management Support** (3-6 Months)

Requirements
- Study background major in Computer Science or Information System
- Good command in English (verbal & written)
- Sufficient knowledge of computer applications (i.e. MS Office)
- Good knowledge of SDLC
- Experience in any project management
- Strong analytical skill, detail-oriented, hard working and passionate to learn
- GPA min. 3.00 (Scale of 4.00)
- Has completed at minimum 2 years study in university

What will you learn?
- IT Project Management
- Best practice in project documentation
- Regulatory Standards in Banking Industries (such as Monetary Authority of Singapore and Bank Indonesia regulation)

**Internship in Corporate Real Estate**

Requirements
- Major in management or architecture with average GPA 3.00
- Good in English and interpersonal skills -good in people and project management
- Knowledge Project Management of Interior Fit out and building construction
- Knowledge of business continuity management in banking would be an advantage
- Strong analytical skill, detail-oriented, hard working and passionate to learn
- GPA min. 3.00 (Scale of 4.00)
- Has completed at minimum 2 years study in university

**PT Austindo Nusantara Jaya Agri Papua Internship**

The company has operating license to develop sago product development of a 40,000 ha sago forest in West Papua. The company is building a sago starch manufacturing plant on site which is scheduled to complete by the end of 2012. Post starch production, we are looking into possibilities of developing down stream products.

**Intern to work on developing e-marketing platform**

**Job Description:**
- To develop e-marketing platform for our sago products.
- This is a project work estimated to be about 3 months to complete.
- The intern does not need to do this on full-time basis and the work can be done out of the office.

**Requirements:**
- Good understanding of e-marketing concepts and how it works practically.
- The person must be a self starter and strong out-of-the box thinking.

If you are interested please send your **cover letter** and CV to ameliatw@indosat.net.id or ameliatjendra01@gmail.com and cc aputri@binus.edu

**PT Austindo Nusantara Jaya Agri Papua**

Graha Irama KT.3
Jl. HR Rasuna Said, Jakarta
PT. Intersoft Solutions

Intersoft Solutions Corporation is the world’s leader in presentation layer toolset providing highly innovative components for ASP.NET, Silverlight and WPF application development. With the vision to create a better web experience, Intersoft Solutions has built over 320 state-of-the-art components since 2002 – empowering millions of users with richer, more intuitive web applications, while giving developers and users alike the benefits of easy-to-use software and enhanced productivity. More information on Intersoft products and services is available at http://www.intersoftpt.com/

Junior Developer

Job Description:
• Participate in development of various website and web-based applications.
• Design and develop rich web applications using the latest technology.
• Discuss design, usability, scalability, and security with the team.
• Refractor, tune and maintain existing code.
• Write tests and fix bugs.

Requirements:
• Passionate and enthusiastic about cutting-edge technology, especially Web technology.
• Experienced in ASP.NET, C#, HTML, and JavaScript. Experience with Silver light and WPF is a huge plus.
• Fast learner with "can do" attitude. Able to work under pressure and tight deadline.
• Good analytical skill.
• Able to manage time effectively and work independently, but within a team.
• Preferably with good oral and written English skill.
• Fresh graduate are encouraged to apply

Senior Developer

Job Descriptions:
• Develop ASP.NET or Silver light and WPF components, including creating the prototype and implementing new products based on the functional specification.
• Research new web technologies such as HTML5, CSS3, SVG, Silver light 5, and more.
• Develop customized solutions using Intersoft toolset.
• Refactor, tune and maintain existing code.
• Write products and technical documentation.
• Write tests and fix bugs.

Requirements:
• Minimum 2 year experience with good portfolio in web layout development, or 1 year experience in Microsoft Silver light and WPF platforms.
• Proficient in HTML web layout using CSS styling. Experience in cross-browser testing is an advantage. Understanding of Microsoft ASP.NET technology is also an advantage.
• Experience in JavaScript or JQuery is a must.
• Attention to details.
• Hardworking and fast learner. Able to work under pressure and tight deadline.
• Able to manage time effectively and work independently, but within a team.
• Preferably with good oral and written English skill.

If you are interested please send Complete resume, final transcript of results, copy of certificates, photo 3x4 to Julia Wijaya: email julia@intersoftpt.com and cc aputri@binus.edu

End date: 31 May 2012

Business Application Developer

Job Description:
• Implement application based on the technical specifications.
• Perform unit testing for the developed application.
• Fix bug and implement enhancement when required.
• Write technical and product documentation.

Requirements:
• Minimum 2 year experience in software development industry.
• Experienced in ASP.NET and C#. Experience in Silver light or WPF is an advantage.
• Familiar with Microsoft SQL Server 2000/2005/2008 or equivalent.
• Familiar with Reporting tools (Crystal Report, Active Report, or equivalent).
• Fast learner and able to work in team.
• Good analytical and problem solving skills.
PT Henan Putihrai

Sebuah perusahaan sekuritas ternama yang berpengalaman lebih dari 10 tahun membutuhkan dengan segera untuk mengisi posisi sebagai:

**Web Design (WD)**

**Job description:**
- Merancang dan mengembangkan web berbasis PHP.
- Bekerja dalam team untuk mengembangkan aplikasi Real Time.
- Maintain dan modifikasi website yang sudah dirilis

**Kualifikasi:**
- Pria usia maksimal 27 tahun
- Minimal D3/Mahasiswa tingkat akhir.
- IPK minimal 2,5 (skala 4)
- Mempunyai kemampuan untuk bekerja sendiri dan team
- Bertanggung jawab dengan project
- Lebih diutamakan mampu dalam:
  - Menggunakan software art design (Photoshop)
  - Socket programming

Bagi para kandidat yang memenuhi persyaratan diatas dapat mengirimkan surat lamaran, CV, Pas Foto berwarna terbaru ke hpf.recruitment@yahoo.com atau recruitment.hpf@gmail.com dan cc aputri@binus.edu

PT Henan Putihrai

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**Motion Designer**

**Job Description:**
- Membuat motion design untuk kebutuhan-kebutuhan corporate dan seluruh departemen yang terkait di Perusahaan sesuai brand dan standard yang ditetapkan.
- Merancang, mengembangkan dan membuat desain sesuai dengan konsep kreatif yang telah ditetapkan untuk kemudian membuat produksi animasinya.
- Menjaga dan mengembangkan setiap brand yang terkait dengan Perusahaan dalam aplikasi On Air dan Off Air.
- Melakukan penelitian dan monitoring atas trend yang sedang berlaku.

**Requirements:**
- Minimum pendidikan D3
- Bahasa Inggris
- Microsoft Office
- Memiliki pengetahuan broadcast dan pertelevision
- Menguasai aplikasi grafis
- Menguasai graphic design principles

Bagi para kandidat yang memenuhi persyaratan untuk posisi terlampir dapat mengirimkan:
1. Application Letter (tulis posisi yang dilamar dalam subject)
2. CV
3. Pas Foto Terakhir
4. Foto Copy Kartu Identitas (KTP)
5. Foto Copy Ijazah terakhir
6. Traskrip nilai

kepada Rizki Tri Martono email: rizki.martono@an.tv atau Lucia Devi email: lucia.devi@an.tv dan cc aputri@binus.edu

PT Cakrawala Andalas Televisi (ANTV)

PT Cakrawala Andalas Televisi atau yang lebih dikenal dengan sebutan ANTV hadir sebagai stasiun televisi swasta di Indonesia yang menyajikan beragam tayangan hiburan yang berkualitas, menarik serta menambah wawasan dan pengetahuan masyarakat Indonesia. Awalnya ANTV adalah stasiun televisi lokal yang siaran di wilayah Lampung dan sekitarnya. Kami membutuhkan:

**Graphic Designer**

**Job Description:**
- Membuat konsep, mengembangkan serta mengeksekusi desain grafis untuk project Promo On Air sesuai dengan brand dan standard yang telah ditetapkan.
- Membuat segala desain grafis untuk keperluan media cetak (Off Air)
- Melakukan meeting dan berkoordinasi baik dengan internal Marketing maupun dengan user.
- Melakukan penelitian dan monitoring atas trend yang sedang berlaku.