



Be a force of nature

## One-year internship in Jakarta

*We share a determination to grow the business in a responsible way. You are naturally driven by a flair for commerce and have a strong interest in creating rewarding relationships with both customers and consumers. You will have a significant impact on our performance. Imagine the scope of your career opportunities.*

Are you enthusiastic about gaining work experience in a foreign cultural environment? Then this could make fascinating reading for you. We are looking for an educated Bachelor longing to go abroad for a one-year internship in Indonesia for Arla Foods. You will be Assistant Manager for Product & Sales in the business unit, Rest of World & Distributor Sales. We are responsible for executing sales and marketing activities across some 80 countries in close cooperation with local distributors. You will be working at our distributor's office in Jakarta with a close link to Arla's Global Sales office in Denmark.

### Support sales of Arla products in the Indonesian market

Our goal is to boost sales of Arla products in the Indonesian market. Your job will be to support this goal in close collaboration with our distributor and in close contact with the Arla South East Asian team in Copenhagen. Together you will provide the Indonesian promotion team with training and support, implement best practices on product knowledge, concepts and category plans, and provide feedback on the reception in the market. It is also part of your tasks to analyse competitor activities, just as you follow up on actions and deadlines according to annual sales plans. Moreover, you will help coordinate the activities before, during and after product launches and contribute with input to optimise the entire process from planning to execution. You can look forward to working with global

Arla brands and gaining first-hand experience with one of our new potential growth markets.

Before take-off you will spend 6 weeks at our office in Copenhagen where you will receive profound introduction to our brands and products in order to prepare you for the stationing. We expect you to start in June, and we will assist you with the practical arrangements whereas our distributor will provide the accommodation in Jakarta.

### Curiosity, high level of drive and cross-cultural mindset

You have a degree at bachelor's level within language & culture, sales & marketing or international studies – or in a business-related discipline. Whether or not you have international experience, you are truly enthusiastic about building up experience in a foreign cultural setting. As such, you must have an open and curious mindset as well as cooperation skills that span cultural and geographical borders. If you have actual insight into Indonesian culture, e.g. from work, studies or travel, it will surely benefit your application. This also applies to proficiency in one of the Indonesian languages. None the less, you must have advanced skills in written and spoken English as well as a valid driver's license. Last but not least, you are highly self-driven and eager to transform your ideas into actions and create visible results.

### Application and contact

Send your application to [job@arlafoods.com](mailto:job@arlafoods.com) no later than 17 March and include "600213" in the subject field. For additional information, please call Export Manager, Lars Møller Henriksen at +45 33 96 92 74. Please state in your application where you have seen the advertisement.

At Arla Foods, we turn milk into innovative products and strive to bring consumers around the world closer to nature. We are united and empowered by respect for the natural source that keeps us in business, and we share a determination to continue our ambitious development and growth. It will be a journey of a lifetime and to succeed we work together – to Lead, Sense & Create.

[www.arla.com/career](http://www.arla.com/career)



Closer to Nature™