



JAC Recruitment

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Singapore



## PR/095079 | Senior Business Development Manager (Digital Payment)

### Job Information

**Recruiter**[JAC Recruitment Singapore](#)**Job ID**

1540464

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Hong Kong

**Salary**

Negotiable, based on experience

**Refreshed**

May 20th, 2025 12:18

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Job Summary:**

My client is a large Fintech MNC and they are seeking experienced Senior Business Development Managers to lead the growth and expansion of their payment business. Successful Business Development candidates will be responsible for identifying new business opportunities, building strategic partnerships, and driving revenue growth on the business development side.

**Key Responsibilities:**

1. Business Development: Identify and pursue new business opportunities in the payments space, including new markets, products, and partnerships.
2. Strategic Partnerships: Build and maintain strategic partnerships with key players in the payments ecosystem, including banks, fintechs, and payment processors.
3. Revenue Growth: Drive revenue growth through new business acquisitions, upselling, and cross-selling.

4. **Market Analysis:** Conduct market research and analysis to identify trends, opportunities, and challenges in the payments space.

5. **Product Development:** Collaborate with cross-functional teams to develop new payment products and services.

6. **Sales and Marketing:** Work closely with sales and marketing teams to develop and execute go-to-market strategies.

**Requirements:**

1. **Experience:** 5+ years of experience in payments, fintech, or a related field.

2. **Education:** Bachelor's degree in Business, Finance, or a related field.

3. **Skills:** Strong business development, sales, and marketing skills. Excellent communication, negotiation, and relationship-building skills.

4. **Knowledge:** Strong knowledge of the payments industry, including payment systems, regulations, and trends.

5. **Network:** Strong connections within industries such as Insurance, Property Management, Education, E-Commerce will be ideal.

**Nice to Have:**

1. At least a Bachelors' Degree in any related field.

2. Strong acquiring experiences.

3. Prior experience in Payment companies is a must.

4. Proven track record in new Business Development.

**What We Offer:**

1. **Competitive Salary:** A competitive salary package, including bonuses and benefits.

2. **Career Growth:** Opportunities for career growth and professional development in a fast-paced and dynamic environment.

3. **Collaborative Culture:** A collaborative and supportive culture that values teamwork, innovation, and creativity.

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

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Company Description