



JAC Recruitment

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Vietnam



PR/094943 | Partnership Manager - BNPL

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1549563

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:16

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

Company and Job Overview

JAC's client is a BNPL company, looking for a Partnership Manager position.

Location: Ho Chi Minh City

Job Responsibilities**1. Lead Merchant Acquisition & MDR Negotiation**

- Proactively seek and engage potential merchant partners across sectors such as retail, services, and e-commerce.
- Deliver compelling presentations on BNPL solutions, customizing value propositions and partnership formats to suit each merchant's business model.
- Lead negotiations to secure favorable MDR rates and commercial terms aligned with the company's profit objectives and risk appetite.
- Collaborate with legal and business teams to finalize partnership agreements and ensure compliance.

2. Drive Merchant Relationship Management

- Foster and maintain robust relationships with current merchant partners to ensure high levels of satisfaction and long-term collaboration.
- Coordinate with cross-functional teams to ensure seamless merchant onboarding, integration, and settlement processes.
- Take ownership of resolving merchant-related challenges, including transaction errors, customer complaints, and settlement concerns.

3. Conduct Market Intelligence & Strategic Development

- Analyze competitor MDR structures and merchant incentives to formulate competitive offers.
- Identify and prioritize high-potential merchant segments for tailored acquisition campaigns.
- Continuously refine sales narratives and partnership strategies based on real-time market insights and feedback.

4. Internal Coordination & Performance Monitoring

- Partner with internal stakeholders (Product, Risk, Legal, IT) to ensure end-to-end compatibility between merchant systems and internal workflows.
- Monitor key performance metrics such as transaction volume, approval rates, repayment patterns, and margin contribution.
- Recommend tactical changes or targeted initiatives to boost merchant performance and deepen engagement

Job Requirements

- Bachelor's degree or higher in Business, Economics, or a related field.
- 5+ years of experience in merchant acquisition, business development, or sales within the fintech or digital payments sector.
- Proficiency in English (mandatory); Korean or Japanese language skills are a plus.
- Demonstrated expertise in negotiation, especially when working with retail partners or merchant networks.
- Excellent communication, presentation, and analytical problem-solving skills.
- Familiarity with Vietnam's retail landscape and MDR benchmarking.
- Prior experience in BNPL, POS financing, card acquiring, or merchant partnerships.
- Experience collaborating or negotiating in partnership with financial institutions is an advantage.

#LI-JACVN

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Company Description