

# ingenico

## Country Sales Manager (Singapore & Malaysia)

### Global Operation

#### Job Information

**Hiring Company**[Ingenico](#)**Job ID**

1554489

**Industry**

Other (Banking and Financial Services)

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Hourly Rate**

80K to 148K SGD

**Refreshed**

August 8th, 2025 10:23

#### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Other Language**

Chinese (Mandarin) - Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

**Reporting to:** Head of Channel Market Sales**About Ingenico**

Ingenico is a global leader in the fintech space with over three decades of experience and more than 3,000 employees worldwide. We simplify payments by delivering secure and innovative solutions that eliminate complexity and make commerce seamless—across any channel, device, or payment method.

**Job Purpose / Mission**

As Country Sales Manager for Singapore and Malaysia—with additional responsibilities covering Taiwan and Brunei—you will drive new business development and strategic sales execution across these key markets.

This role requires a hunter mindset, focused on identifying untapped opportunities, engaging new clients, and converting leads into long-term business relationships.

You will work closely with cross-functional teams including product, marketing, solutions, and delivery to co-create impactful, scalable payment solutions. You are expected to operate autonomously, with an entrepreneurial mindset and strong execution discipline, while contributing to Ingenico's broader transition toward software and services.

**Key Responsibilities****Business Development & Sales Execution**

- Identify and pursue new business opportunities across Singapore, Malaysia, Taiwan, and Brunei.
- Act with a hunter mentality to build a robust pipeline and drive consistent deal closure.
- Develop and propose commercial models that support recurring revenue and long-term value creation.
- Lead end-to-end sales processes, from prospecting and qualification through to negotiation and close.
- Collaborate with internal teams and partners to ensure client success and solution fit.

**Client & Partner Engagement**

- Build and manage relationships with strategic clients and partners across all four countries.
- Serve as the primary commercial contact, understanding evolving client needs and delivering Ingenico's full value proposition.
- Conduct design and scoping workshops to align client requirements with tailored solutions.
- Deliver persuasive presentations, proposals, and executive-level business reviews.
- Influence both internal stakeholders and external partners to accelerate solution adoption.

**Sales Performance & Reporting**

- Meet or exceed revenue and profitability targets for all assigned territories.
- Maintain accurate and up-to-date pipeline and account data using Salesforce.
- Provide regular reporting on forecasts, pipeline progression, and strategic accounts.
- Monitor market trends and competitive activity to adjust sales strategies accordingly.

**Collaboration & Strategic Input**

- Align closely with APAC product, marketing, and solution teams to ensure local relevance and competitive positioning.
- Share client and market insights to help shape product roadmap and go-to-market priorities.
- Represent Ingenico at client meetings, industry events, and partner engagements as needed.

**Key Performance Indicators**

- Revenue and profitability growth in Singapore, Malaysia, Taiwan, and Brunei
- Volume and quality of new client acquisition
- Recurring revenue contribution and retention
- Sales pipeline health and progression (per Salesforce)
- Strategic account development and expansion

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**Required Skills**

## Skills & Competency Requirements

### Functional Skills

- 10+ years of experience in B2B sales, business development, or account management within fintech, payments, or enterprise tech sectors.
- Demonstrated ability to win new business and grow revenue from new accounts.
- Strong grasp of payment technologies including SoftPOS, Unattended, and service-based platforms.
- Proven experience in building value-based proposals and pricing strategies.
- Solid commercial acumen and experience navigating long sales cycles.

### Behavioral Skills

- Hunter mindset—proactive, driven, and relentless in pursuit of new opportunities.
- Self-starter who thrives in autonomous roles across multi-country environments.
- Collaborative and effective across matrix organizations and cultural boundaries.
- Exceptional communication and influencing skills with the ability to engage senior decision-makers.
- Highly adaptable, solution-oriented, and comfortable with ambiguity.

### Languages

- Excellent written and spoken communication skills in English.
- Proficiency in Mandarin is required to manage Chinese-speaking clients.
- Bahasa Melayu is considered an advantage.

### Education

- Bachelor's degree or above in Business, Marketing, Technology, or a related field.

### Our Culture & Values

At Ingenico, we thrive on innovation, collaboration, and delivering customer value. Our values— **Trust, Innovation, and Care**—define how we work and grow together. We challenge the status quo, push boundaries, and deliver results as a team.

### Diversity & Inclusion

Ingenico is proud to be an equal opportunity employer. We are committed to fostering an inclusive environment where every employee feels respected and empowered.

### Ready to Make an Impact?

Join us and help shape the future of payments across Asia. Apply now.

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## Company Description