



PR/095519 | Senior Manager, Financial Institution Partnerships

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1560774

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Hong Kong

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 10:42

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Summary:

My client is a global Fintech MNC and they are seeking a Senior Manager, Financial Institution Partnerships to develop and deliver strategic partnerships with card schemes, 3rd party acquirers, and financial institutions in APAC. You'll manage the entire lifecycle of partnerships, collaborate with cross-functional teams, and drive business growth.

Key Responsibilities:

1. Partnership Development: Develop and manage partnerships with financial institutions, card schemes, and acquirers.
2. Strategy Execution: Execute end-to-end strategy and implementation of partnerships.
3. Relationship Management: Build and maintain executive relationships with partners.
4. Collaboration: Work with cross-functional teams, including Legal, Compliance, Product, and Engineering.
5. Business Growth: Drive business growth by delivering new products and payment corridors.

Requirements:

1. Experience: 7+ years of experience in financial institution, card schemes, acquirers, and payment networks.
2. Executive Relationships: Strong executive relationships with card schemes and acquirers in Asia Pacific.
3. Payment Network Knowledge: Good understanding of onboarding and compliance with global and regional payment network providers.
4. Communication: Fluent in Cantonese and English is a must due to the need to speak to internal stakeholders from within.
5. Product Instinct: Strong product instinct and ability to identify opportunities to strategize and leverage partners' and client's products.

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

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Company Description