



PR/095976 | Senior Business Development Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1563198

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Hong Kong

Salary

Negotiable, based on experience

Refreshed

October 28th, 2025 10:34

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

About Us

My client is a leading innovator in the digital payments space, empowering businesses with seamless, secure, and scalable payment solutions. They're expanding rapidly and looking for a strategic Senior Business Development Manager to drive growth and sales across key industries in Hong Kong.

Your Role

As the Senior Business Development Manager, you'll lead initiatives to grow our digital payments footprint. You'll identify new opportunities, build strategic relationships, and work cross-functionally to deliver impactful solutions.

What You'll Do

- Develop and execute growth strategies for online/digital payment products
- Identify and close strategic partnerships with fintechs, PSPs, banks, and merchants
- Collaborate with product and tech teams to align solutions with market needs
- Drive revenue growth through targeted outreach and deal-making
- Represent the company at industry events and client engagements

What We're Looking For

- 5–6 years of experience in business development in fintech or payments
- Strong understanding of digital payment ecosystems, APIs, and compliance frameworks
- Proven track record of closing high-value deals and driving strategic growth
- Excellent communication, negotiation, and stakeholder management skills
- Bachelor's degree in Business, Finance, or related field (MBA is a plus)

Why Join My Client?

- Work with a global team shaping the future of payments
- Be part of a fast-growing, innovation-driven company
- Opportunity to lead high-impact projects and partnerships
- Competitive compensation and career growth

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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Company Description