



PR/096126 | Partnership Director, Payments / Card Schemes

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1563215

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Hong Kong

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 13:00

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 passionate and experienced Partnership Director to join their Strategic Products team. You'll collaborate with global card networks and mobile wallets to establish and strengthen partnerships, design and implement a robust partnership framework, and work closely with internal teams to ensure successful partnership execution.

Key Responsibilities:

1. Partnership Development: Collaborate with global card networks and mobile wallets to establish and strengthen partnerships.
2. Partnership Framework: Design and implement a robust partnership framework across international markets.
3. Cross-Functional Collaboration: Work closely with internal teams, including product, tech, fund settlement, risk, branding, legal, and more.

Requirements:

1. Experience: 8+ years of experience with a card scheme (Visa, Mastercard, Amex, Diners) or similar industry experience.

2. Card Scheme Knowledge: Familiarity with card scheme structure and operations.

3. Communication: Fluent in English and Mandarin due to the need to engage with stakeholders from within.

Ideal Candidate:

- Strong understanding of global payment processing landscape.
- Experience working with card schemes and mobile wallets.
- Ability to collaborate with cross-functional teams and drive partnership execution.
- Management Consulting background will be a strong bonus.

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

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Company Description