



PR/095079 | Senior Business Development Manager (Digital Payment)

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1538283

業種

その他（商社）

雇用形態

正社員

勤務地

香港

給与

経験考慮の上、応相談

更新日

2025年05月15日 02:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Job Summary:

My client is a large Fintech MNC and they are seeking experienced Senior Business Development Managers to lead the growth and expansion of their payment business. Successful Business Development candidates will be responsible for identifying new business opportunities, building strategic partnerships, and driving revenue growth on the business development side.

Key Responsibilities:

1. Business Development: Identify and pursue new business opportunities in the payments space, including new markets, products, and partnerships.
2. Strategic Partnerships: Build and maintain strategic partnerships with key players in the payments ecosystem, including banks, fintechs, and payment processors.
3. Revenue Growth: Drive revenue growth through new business acquisitions, upselling, and cross-selling.

4. Market Analysis: Conduct market research and analysis to identify trends, opportunities, and challenges in the payments space.

5. Product Development: Collaborate with cross-functional teams to develop new payment products and services.

6. Sales and Marketing: Work closely with sales and marketing teams to develop and execute go-to-market strategies.

Requirements:

1. Experience: 5+ years of experience in payments, fintech, or a related field.

2. Education: Bachelor's degree in Business, Finance, or a related field.

3. Skills: Strong business development, sales, and marketing skills. Excellent communication, negotiation, and relationship-building skills.

4. Knowledge: Strong knowledge of the payments industry, including payment systems, regulations, and trends.

5. Network: Strong connections within industries such as Insurance, Property Management, Education, E-Commerce will be ideal.

Nice to Have:

1. At least a Bachelors' Degree in any related field.

2. Strong acquiring experiences.

3. Prior experience in Payment companies is a must.

4. Proven track record in new Business Development.

What We Offer:

1. Competitive Salary: A competitive salary package, including bonuses and benefits.

2. Career Growth: Opportunities for career growth and professional development in a fast-paced and dynamic environment.

3. Collaborative Culture: A collaborative and supportive culture that values teamwork, innovation, and creativity.

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

会社説明