



PR/095519 | Senior Manager, Financial Institution Partnerships

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

1560774

業種

ITコンサルティング

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10月07日 10:42

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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 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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会社説明