



シンガポールの求人なら
JAC Recruitment Singapore

PR/095976 | Senior Business Development Manager

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

1563198

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28日 10:34

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

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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会社説明