



## PR/095998 | 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

1563201

#### 業種

ITコンサルティング

#### 雇用形態

正社員

#### 勤務地

シンガポール

#### 給与

経験考慮の上、応相談

#### 更新日

2025年11月11日 05:00

### 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 markets.

#### 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

- 8–10 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)

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会社説明