**JOB DESCRIPTION**

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| **DESIGNATION/ TITLE:** | **Manager – Business Development & Market Expansion** |
| **REPORTING TO** | Regional Business Head - APAC |
| **NUMBER OF REPORTS** | Individual Contributor role |
| **LOCATION** | Singapore |
| **OBJECTIVE** | You will play a key role in managing and delivering PayMate’s geographic expansion plan into the Asia Pacific region. The role will have the opportunity to be part of a highly strategic team that drives the setup and development of the business across key Asia Pacific markets.This role focuses on engaging on key business development efforts across the region as well as optimizing the deployment of PayMate’s product and services to small, medium size businesses and large enterprise sized organizations. |
| **KEY RESPONSIBILITIES** |  Responsibilities* Manage the setup in a new country and work closely with the geography expansion lead to ensure new markets are operationally ready within the desired GTM launch time frame
* Build and acquire a pipeline of new customers and manage the sales process from prospecting, negotiation, contracts, onboarding and go live with transactions
* Identify and execute commercial opportunities in across SME & Enterprise organizations with the objective of establishing a strategic footprint and develop new business flows for PayMate
* Identify and engage potential partners in the form of issuers, acquirers, program managers, processors, fintechs and other enablers who will strengthen PayMate’s solution proposition
* Develop and execute sales strategies / account plans to increase sales volume and market share and expand product category visibility
* Define strategies & initiatives to capture new payment flows and key verticals in partnership with PayMate internal global sales teams and channel partners
* Research, map and partner with potential partners in the assigned country to develop and grow business revenue
* Drive market requirements for current and future products/services while interacting with partners and customers
* Work with cross-functional teams to ensure strategy and execution are aligned to deliver a locally relevant but globally consistent and delightful customer journey for clients
* Responsible for driving customer success and contributing towards achieving the overall organizational sales targets
* Engage with leaders at prospective customers and existing customers to build and maintain strategic relationships
* Represent the voice of the customer to influence internal stakeholders; promoting a customer-centric mindset across the organization
* Run multiple work streams across different markets and balance strategic objectives with on-the-ground execution.
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**JOB SPECIFICATION**

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| **YEARS OF EXPERIENCE** | 8 + years |
| **QUALIFICATION** | Bachelor's degree with MBA or other Master's preferred or equivalent experience preferred. |
| **TARGET INDUSTRIES** | * Companies operating in the B2B and/or B2C space offering payments and financial services products.
* Banking/ Finance/ Consumer FINTECH products/ B2B FINTECH products
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| **COMPETENCIES** | **Technical & Strategic*** Proven deal and track record in business development, account management & exceptional relationship management
* Strong experience in consultative selling and solution development for complex client needs
* Significant experience in closing transaction deals and proven execution; influencing and communication skills are essential
* Strong business acumen required to be able to see the bigger picture, devise growth strategies for the future, and follow through with meticulous execution

**Behavioral Competencies** * A customer-centric thinker who obsesses over the needs of their customer and works toward providing a positive customer experience both at the point of the service and after the service
* Outstanding communication skills and are comfortable relaying complex technical information as well as interacting and communicating challenging information to key stakeholders internally and with the Client’s teams
* Collaborative approach, with experience influencing cross-functional to drive international growth
* Self-motivated and thrives in a fast paced and ever changing environment
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| **COMPENSATION** | As per Industry standards |