



<https://fintechnews.sg/job/business-development-manager-payment-at-hero-plus-group/>

Business Development Manager (Payment)

Description

Currently, they are extending the capabilities of Thailand's Business Development Team & looking for a passionate individual that thrives in a fast-paced and continuously changing environment. They are looking for a passionate, customer-focused and result-driven Business Development Manager to drive business growth. By working as a Business Development in Hero Plus, you would be responsible for all administrative, planning and execution of all user-side operations. You will have to work with multiple stakeholders to strategize, implement & measure scalable optimization strategies across all user segments and you will be an integral part of our fast-growing business development and contribute to the transformation of the product and customer experience.

Responsibilities

Develop growth strategies and conduct research to identify new markets and customer needs

Achieve sales and business targets through promoting our payment product and service to clients (B2B)

Establish, develop and maintain strong relationships with clients and business partners.

Coordinate with business partners to provide to ensure all business and product needs are met

Handle pricing request and guide the client on their on-boarding journey

Prepare sales contracts ensuring adherence to the law and guidelines

Qualifications

- At least 1 years of experience as business development experience
- You have a strong business acumen
- You are able to see the big picture while at the same time have a strong attention to detail and know when to zoom into a specific topic
- Your work is data-driven and you have supreme analytical skills
- You have strong communication skills, are a team player and expert in stakeholder management on various levels
- You are proficiency in MS Office applications and Processing
- You are structured, remain calm in even overwhelming situations
- You are self-sufficient and able to take full ownership of a project
- You are comfortable and enjoy working with multi disciplinary & cultural teams and in an international environment
- You are passionate about Fintech
- Fresh graduates will be considered

Hiring organization

Hero Plus Group

Hero Plus is a fintech company that specializes in Digital Payment and Social Commerce (SaaS), headquartered in Hong Kong. We strive to improve people's lives and helping people to achieve their life goals by reinventing financial services through technology. Over the past year as a start-up, now operating in Hong Kong and Thailand, our aspirations don't stop there as our model has the ability to transform and growth in any city worldwide.

Employment Type

Full-time

Job Location

Bangkok, Thailand

Date posted

July 24, 2023

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APPLY