



<https://fintechnews.sg/job/business-development-manager/>

Business Development Manager

Description

As Business Development Manager you will be responsible Growing business vertically by providing perspectives regarding industry trends, competitive landscape and partner requirement. You are also expected to acquire and onboard new partners and maintaining a healthy pipeline of leads by developing and nurturing professional relationships

Responsibilities

- Identifying potential new partners and developing new accounts.
- Build a new borrower pipeline to achieve monthly onboarding volume and value targets.
- Prospect for potential borrowers using various direct methods
- Drive the entire sales cycle from initial borrowers' engagement to closed sales
- Establish relationships with new borrowers relationships before, during, and after the funding process to secure new borrowers onboarding.
- Ensure legally binding commercial agreements are in place.
- Any other revenue-generating activities according to the Business Plan.
- Identification risk compliance issue and how to mitigate
- Coordinate with various department and ensure smooth implementation

Qualifications

- Must have Bachelor's degree in any field/major
- 5+ years managerial level of working experience in reputable Fintech / Banking / Telecom / FMCG company, particularly in a sales / business development role is a must
- Proven success creating new partnership opportunities that yielded tangible results
- Possess network of potential clients in sectors such as Telecom, FMCG, Pharmaceutical industry, etc
- Deep understanding of financial services and technology industry
- Experience in negotiating and managing commercial relationship
- Self-starter, comfortable with fast-paced environment and results-oriented

Hiring organization

Boost

Boost is the regional full spectrum fintech arm of Axiata that financially empowers millions of customers, both users and merchants, across 7 countries in Southeast Asia.

Through its ever-expanding fintech ecosystem spanning its consumer app and merchant solutions, AI-based lending business, as well as cross-border payment platform. Boost continuously paves the way for unstoppable growth and greater financial inclusion through the power of technology and artificial intelligence. Be unstoppable with Boost, your simplified access to digital financial services, all in one powerful fintech platform.

Employment Type

Full-time, Hybrid

Industry

Financial Services

Job Location

Jakarta, Jakarta, Indonesia

Date posted

January 31, 2024

APPLY