



<https://fintechnews.sg/job/manager-mea-market-development-at-paypal/>

Manager, MEA Market Development

Description

PayPal is seeking an experienced, driven, and ambitious professional for our Market Development team with focus on Africa markets. In this exciting role, the individual will execute regional and strategic projects for PayPal in Africa, and will be responsible for building strategic relationships with key leaders in merchant organizations and partners to drive pipeline activity, while working cross-functionally with other senior stakeholders and leaders in the organization to deliver on set objectives. In addition, the individual will be responsible for identifying new business opportunities, and negotiating agreements with key external stakeholders, merchants, and business partners to holistically grow the business.

Responsibilities

Business Acumen and Strategy

- Execute business strategy to drive and maximize growth within Africa and establish the company as the leading payment solution provider in the cross-border payment space.
- Responsible for business and revenue goals
- Identify new business growth opportunities and clearly articulate the benefits which can be driven

Partner Management

- Managing a set of key strategic partnerships, with experience in Africa market; hold end-to-end view of deliverables with clear priorities for partners activities
- Prospecting and onboarding new customers, as well as relationship-based growth of existing portfolio
- Ability to influence and drive outcome with key internal and external stakeholders to accelerate partner pipeline and Coordinating with internal counterparts to contribute to other initiatives and sharing best practices.

Communicating

- Representing the company in partner relationships to communicate key objectives
- Working with colleagues across cross-functions, International Markets and the global organization to achieve business goals

Qualifications

Requisite Experience

- Demonstrated strong execution capabilities to deliver on targets while having a long-term strategic mindset
- Prior experience and knowledge about Africa market and demonstrated delivery of commercial results in the region
- Appropriate industry knowledge of payments and fintech
- Good analytical and decision-making skills

Hiring organization

PayPal

PayPal championing possibilities for all by making money fast, easy, and more enjoyable and its hope is to unlock opportunities for people in their everyday lives and empower the millions of people and businesses around the world who trust, rely, and use PayPal every day.

Employment Type

Full-time

Job Location

Singapore

Date posted

August 19, 2022

apply

- Prior experience with risk management and regulatory requirements within Africa market would be advantageous
- Must have an excellent command of both verbal and written English
- MBA qualification from a Tier 1 institution

Industries of Interest: Fintech, Tech, Telco, Financial Services

Key competencies of a Manager at PayPal

- Ability to engage with senior stakeholders and build relationships
- Strong execution bias
- Creative problem-solving
- Ability to work cross-functionally
- Planning & Organizing
- Energetic
- Strategic decision making