



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

## Market Development Manager

### Description

We are currently seeking a high calibre professional to join our team as a Market Development Manager in APAC.

As part of the Market Development team, this role manages a set of markets in the APAC region with the objective to significantly grow the business into these markets through a focussed engagement with our acceptance network to identify latent opportunities and accelerate their realization. The role will be responsible for using market insights to create and implement a market strategy and drive continuous improvement in areas of the PPRO market offering messaging and customer targeting.

### Responsibilities

- Monitor Markets in APAC with respect to LPM ecosystem, regulations and trends and advise the business on changes and opportunities in the market
- Identify and evaluate new market development opportunities for PPRO with respect to business corridors or use cases
- Develop and Refine PPROs market strategies utilizing insights derived from internal and external data
- Lead the definition of a comprehensive offering for respective markets
- Build partnerships with new LPMs to build out a market offering

### Qualifications

- Extensive knowledge and a deep understanding in the payments sector working with merchants, PSP and payment methods – specifically in APAC.
- Extensive experience in account management and business development and a strong commercial focus.
- Possess strong communication skills, both verbal and written and the ability to excite and inspire others.
- Excellent interpersonal and negotiation skills.
- Must be analytical and have a good eye for detail.
- Able to work under pressure and tight deadlines.
- Able to work both as a team player as well as independently.

### Why you should join:

Make an impact connecting people in an ever globalizing e-commerce world. Challenging roles and diverse tasks with scope for introducing your own ideas and experience. An excellent working atmosphere with an international company culture in a highly-motivated and successful team. Further professional and personal development at one of the world's leading providers of international payments. An attractive salary as well as long-term prospects and a chance for promotion in a successful company that is growing strongly.

### Hiring organization

PPRO

PPRO helps people to pay and get paid. As a global Fintech company, our technology and expertise overcome barriers to help online merchants sell goods and services anywhere in the world. Our mission is to keep innovating in the global digital commerce field while fostering a culture of rapid change, collaboration, trust, and success.

### Employment Type

Full-time

### Industry

Sales

### Job Location

Singapore

### Date posted

January 9, 2022

Apply

**What's in it for you:**

Personal and professional development

State of the art working conditions and equipment

Health and Wellbeing programs, including gym allowance and mental wellbeing support

What's more, you'll be joining a truly international company where every idea is heard. Where you can drive change and make a real impact in your team and in the world of payments.

We are an equal opportunity employer. We value and cherish diversity. And we never discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

**If this sounds like you:**

Apply if you think we're a good match! We'll get in touch with you to let you know what the next steps are.

PPRO is an equal opportunity employer and values diversity at our company. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

**Eligibility**

You must be eligible to live and work in the country of employment.