

<https://fintechnews.sg/job/online-sales-and-event-relation-manager-at-fintech-news-network/>

Online Sales and Event Relation Manager

Description

Interested in the Fintech industry? Want to be able to work remotely from the comforts of your own home? Would you like to play a part in this rapidly evolving industry?

The Fintech News Network covers stories and startups in the Fintech Ecosystem – i.e. Mobile Payment, Personal Finance, Bitcoin, Blockchain, Robo Advisor and Lending. We are present in major Fintech Hubs of the world, including Singapore, Switzerland, Hong Kong, Malaysia, Philippines, Baltic, Africa and Middle East. We are a lean team operating in more than 9 countries and growing. www.fintechnews.network.

We are on a 4-day week trial and aim to not work on Friday anymore. As a team, we meet once a year physically in different countries.

Responsibilities

- Identify and evaluate new and existing partnership and event opportunities within the fintech industry in multiple regions that improve sales pipeline
- Lead the entire sales cycle, including reaching out to inbound/outbound leads (via emails, video calls, physical meet-ups), creating proposals, negotiation and closings
- Manage existing partnerships and maintain relationships with partner organizations
- Work with cross-functional teams and analyze partnership performance to ensure successful implementation of digital marketing campaigns
- CRM management and optimization of sales processes
- Stay up-to-date on fintech industry trends and insights, and make recommendations for new partnership opportunities to drive business decisions and identify areas of growth and opportunities for improvement

Qualifications

- Prior experience within the media/marketing field is required
- Strong understanding of digital marketing solutions
- Prior sales experience in the technology or fintech industry is a plus
- Interested in learning about fintech, both inside and outside of the job
- Ability to learn quickly on the job
- Adaptable, it's a fast moving and ever changing industry, hence requirements may change quickly
- Fluent in English (reading, writing, speaking and listening)
- Effective negotiation
- Excellent communication skills (written, verbal and presentation) with various stakeholders
- Ability to work as part of a team and work independently, as this is a fully remote role
- Comfortable with using tools such as Google Suite and CRM to support daily work

Hiring organization

Fintech News Network

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Employment Type

Full-time

Job Location

APAC, APAC

Remote work from: APAC

Date posted

May 3, 2023

APPLY

Job Benefits

- Remote working
- 4-day work week
- Paid time off
- Performance based bonus

Contacts

For interested applicants, please send in your CVs to jobs@fintechnews.sg.