



<https://fintechnews.sg/job/payments-and-fintech-partnerships-associate-director/>

## Payments and Fintech Partnerships Associate Director

### Description

Agoda is seeking to hire an entrepreneurial and data savvy Fintech Products and Partnerships Associate Director who can work closely with internal and external partners to lead initiatives on Card Payment Optimization, Payment Cost Reduction, expanding Payments Coverage to alternative payment methods including BNPL / Instalments in addition to helping define Agoda's consumer payments and vendor payments strategy.

### Location

- This position is based in Bangkok, relocation support will be provided

### Responsibilities

- Lead relationships with various fintech partners and card schemes, as well as internal stakeholders including business teams, intra-finance teams and project managers from various Agoda verticals to identify opportunities and drive positive business outcomes
- Identify emerging trends and opportunities in the payments and fintech space
- Develop, assess, present and monitor business cases while leading commercial negotiation on new opportunities
- Lead strategy for your area with a view to optimize Agoda's consumer and vendor payments
- Work closely with Product team on the development and enhancement of fintech payment products
- Present to Agoda and Finance Leadership on key initiatives
- Influence stakeholders with data driven advice to launch projects that add value for the organization, including running experiments, A/B testing and providing visibility on key metrics

### Qualifications

- Ideally 10+ years' of professional experience, with at least 6+ years in the payments/fintech space & an established network of connections across the payments' ecosystem
- A deep understanding of the market landscape and ability to speak about trends, consumer preferences & payment regulations
- Proven experience in fintech product development and partnership management, with a focus on payments
- Proven ability to leverage analytics and quantitative methods to inform and influence decision-making
- Being comfortable with a high degree of autonomy and be a self starter that can carry projects from inception to conclusion
- Presentation skills and the ability to make good PowerPoint decks to present to C-level and senior management

### Hiring organization

Agoda

Agoda is transforming travel for millions of customers across the globe.

Headquartered in Asia, Agoda is one of the world's largest online travel platforms. Founded in 2005 and now part of Booking Holdings (Nasdaq:BKNG), Agoda has a network of over 2,900,000 properties worldwide. Their web and mobile products provide a first-rate reservation service in 38 languages that uniquely combines local knowledge and local connections to provide the best deals for business and leisure travelers.

Agoda employs over 7,000 professionals from 90 nationalities in locations around the globe. In every department – from engineering to customer experience – we provide an environment rich with creativity, collaboration, and experimentation, and the tools to work faster and smarter.

- Excellent verbal and written communication, problem-solving skills
- A go-getter – ability and willingness to go above and beyond the defined scope

**It's Great if you have:**

- Masters degree. MBA preferred.
- SQL, Tableau proficiency

**Employment Type**

Full-time

**Industry**

Software Development

**Job Location**

Bangkok, Bangkok City, Thailand

**Date posted**

March 11, 2024

APPLY