



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

## Regional Business Development Manager

### Job Description and Responsibilities

- Develop and manage regional strategic account plans which demonstrate a deep understanding of our merchant's businesses to achieve an aligned goal
- Define success measures and prioritise key initiatives to drive merchant growth across all platforms
- Actively seeking and find win-win solutions for both the merchant and Atome
- Work closely with the merchant onboarding team to ensure a successful and amazing onboarding experience for your merchants
- Work with the Data Science and Analytics team to monitor merchant performance and identifying opportunities to grow
- Work closely with marketing in driving merchant's partnerships and initiatives including merchants events, thematic campaigns, social media campaigns and any creative ideas you can come up with
- Act as the merchant's consultant in e-commerce, ideally with a deep understanding across multiple verticals and segments that our merchants operate in
- Building great relationships both on an executive, as well as on an individual level

### Qualifications

- 4+ years in Business Development, Account Management or Partner Management – experience ideally in an e-commerce, financial services, or payments space
- An established network in the retail/travel/marketplace industry is a plus
- Demonstrated track record in building and nurturing relationships at all levels
- Possess a growth mindset and understand how to collaborate with the merchant success team and cross-functional teams to achieve goals
- Strong commercial acumen – ability to analyze and interpret data for discussion with merchants
- Obsessed about understanding your merchant's needs in developing their business and becoming a true business partner for your merchants
- Experience working at a high growth early tech startup is highly desired
- A curious nature and you enjoy developing solutions to new problems
- Highly self-motivated with the ability to work fast and smart independently
- Excellent communication, organizational, and time management skills

### Contacts

Send your applications to [eileen.goh@advancegroup.com](mailto:eileen.goh@advancegroup.com)

### Hiring organization

Atome

Atome is a leading buy now pay later brand in Asia offering consumers choice, convenience and flexibility in how they choose to shop and pay, with zero-interest payments over time.

We partner over 5,000 online and offline retailers in nine markets (Singapore, Indonesia, Malaysia, Hong Kong, Taiwan, Vietnam, Philippines, Thailand and mainland China).

Atome, pronounced as "A-Toe-Me", stands for "Available to Me". We enable consumers' deepest passions by making products and services more accessible, affordable, and available to them—via customisable features and a smarter shopping experience.

As part of the Advance Intelligence Group, an AI-driven technology company with over 1500+ employees in 12 markets worldwide, we are united by a shared vision and purpose: to Advance with Intelligence for a Better Life—for our customers, colleagues and communities.

Our culture is built on values that are core to who we are and what we stand for:

1. We foster an INNOVATION mindset
2. We achieve results with EFFICIENCY and excellence
3. We take pride in the QUALITY of our work
4. We uphold INTEGRITY in all we do
5. We embrace COLLABORATION to work across business lines and borders

**Employment Type**

Full-time

**Job Location**

Singapore

**Date posted**

October 7, 2021

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