



<https://fintechnews.sg/job/senior-business-development-manager-at-nuvei/>

Senior Business Development Manager

Description

Nuvei is looking for a dynamic, energetic and experienced Senior Business Development Manager who will accelerate the distribution of Nuvei's merchant acquiring, Retail, Travel and Digital goods products with specific focus on the APAC region. The Senior Business Development Manager will have an in-depth understanding and proven track record within the fintech industry.

Responsibilities

- Establish an extensive pipeline of sales opportunities, manage the development of the pipeline and accurately forecast sales to senior management
- Develop new sales strategy and identify high value prospects within APAC.
- Leverage Nuvei solutions and technical experience to solve customer needs.
- Use consultative selling methodology to develop the right prospects into an opportunity and close.
- Engage multiple stakeholders within the customer's organization at senior management and C-level to influence buy-in.
- Have one or more vertical specific sales experience in retail, digital contents, crypto and travel.
- Strong pipeline management via Salesforce to ensure accurate sales forecasting and deliver consistent results from Tier 1 to Tier 2 customers.

Qualifications

- A minimum of 4-5 years' experience in Business Development / Sales within global enterprises with a thorough understanding of one or more of the targeted verticals.
- Significant track record of achievement and success within the targeted field of expertise.
- People person with an approachable persona to represent the Nuvei brand externally.
- Creative problem solver with ability to manage stressful situations whilst juggling multiple challenges.
- Good organizational skills and willingness to travel.
- It would be beneficial if you are Fluent in one or more of the following languages; English, Mandarin, Japanese, Korean or Bahasa.

Hiring organization

Nuvei

Nuvei (Nasdaq: NVEI) (TSX: NVEI) is the Canadian fintech company accelerating the business of clients around the world. Nuvei's modular, flexible and scalable technology allows leading companies to accept next-gen payments, offer all payout options and benefit from card issuing, banking, risk and fraud management services. Connecting businesses to their customers in more than 200 markets, with local acquiring in 45+ markets, 150 currencies and more than 580 alternative payment methods, Nuvei provides the technology and insights for customers and partners to succeed locally and globally with one integration.

Employment Type

Full-time

Job Location

Singapore, Singapore

Date posted

February 6, 2023

APPLY