

Senior Strategy Manager, Southeast Asia

Description

The Senior Strategy Manager sits at the core of Airwallex and will work across a number of functions to develop localized strategies to support SEA market expansion. You will play a leading role in ramping up our businesses in Southeast Asia.

Responsibilities

- Strategize: size, define and market map key verticals for our commercial teams to target
- Experiment: run tests and refine results based on data
- Analyze: build models to evaluate economics and ROI, leverage product and customer data to inform decisions
- Define: define our GTM approach to achieve rapid growth
- Lead: work closely with the recruitment, commercial and operations team to lead our SME business
- Scale: scale our strategy and ops team and develop processes to scale our business from 0 to 1
- Influence: work cross-functionally and manage large, global initiatives

Qualifications

- You enjoy thinking about high-stakes problems at a strategic level while also diving deep into the details of complex issues
- You are highly structured and analytical, and are comfortable making decisions in environments with high levels of ambiguity and change
- You have experience in taking initiatives from conception to launch
- You collaborate well with people at all levels across functions and cultures
- You enjoy doing whatever it takes to drive project outcomes
- You are able to manage competing priorities based on a deep understanding of business needs
- 8-10 years of experience in strategy consulting or international expansion in a high-growth tech company
- Experience in market entry or growth strategy formation is a plus
- Experience in financial services in SEA markets is a plus
- Bachelor's degree or equivalent
- Excellent written, verbal and in-person communication skills
- Highly organised and able to manage multiple priorities

Hiring organization

Airwallex

Airwallex is the leading financial technology platform for modern businesses growing beyond borders. With one of the world's most powerful payments and banking infrastructure, our technology empowers businesses of all sizes to accept payments, move money globally, and simplify their financial operations, all in one single platform.

Established in 2015 in Melbourne, our purpose is to connect entrepreneurs, business builders, makers and creators with opportunities in every corner of the world. Today, Airwallex has a global footprint across Asia-Pacific, Europe, and North America.

Employment Type

Full-time

Job Location

Singapore

Date posted

August 19, 2022

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