



<https://fintechnews.sg/job/strategic-partnership-leader/>

## Strategic Partnership Leader

### Responsibilities

- Develop and implement business strategies to acquire clients in Indonesia and across Southeast Asia
- Spearheaded the digital transformation of banking projects for clients
- Collaborate with senior stakeholders to address core banking system needs, omnichannel experiences, and referral system development
- Identify and engage with potential clients, especially in the fintech sector, leveraging existing connections
- Navigate the procurement processes and business projects in banks, leveraging expertise in conventional banking

### Qualifications

- 7+ years of experience in business development, client management, relationship management, or account management, preferably with a focus on financial services and banks
- Proven track record in acquiring clients and driving business growth in the financial and banking sectors
- Expertise in procurement processes and business projects within banks
- Familiarity with core banking systems, omnichannel experiences, and referral systems
- Strong solution skills with a passion for contributing to new industry trends and projects
- Fluency in Mandarin is a bonus

### Hiring organization

Akulaku Indonesia

Akulaku adalah platform e-commerce dan ekosistem keuangan digital terkemuka di Asia Tenggara yang beroperasi di 4 negara besar: Indonesia, Filipina, Vietnam, dan Malaysia.

### Employment Type

Full-time

### Industry

Financial Services

### Job Location

Jakarta, Jakarta, Indonesia

### Date posted

February 27, 2024

APPLY