



<https://fintechnews.sg/job/tech-connect-business-developer-at-ubs-singapore/>

Tech Connect Business Developer

Responsibilities

Your role

looking for a Business Developer to:

- Build and engage pipeline of priority high growth Tech firms and reputable Venture Capital funds in Singapore and South East Asia via the Tech Connect platform
- Partner and collaborate with internal business divisions, stakeholders and/or external partners to facilitate capital raising, cash management and wealth management opportunities for prospective high growth Tech Firms
- Drive and deliver Tech Connect business and revenue goals
- Support marketing and publicity strategy with the Tech Connect team and other internal stakeholders to curate themes, events to engage priority start-ups and investors

Qualifications

Your expertise

You have:

- Good understanding of tech firms, VCs, and industries in terms of trends and opportunities, key needs and support needed especially in capital raising during earlier and mid stages
- Good understanding of tech lifecycle – capital raise requirements, overall setup and exit potential
- Good understanding of tech capabilities, trends and opportunities, as well as the Wealth Management business and clients
- Good understanding of Wealth Management products
- Good understanding of corporate finance and relevant investment banking offerings, and in particular around private equity capital markets
- Experience in client acquisition / relationship management / relationship building
- Good communication / negotiation / stakeholder management skills
- Bachelor's Degree
- At least 3 years of experience in related areas

You are:

- Experienced and passionate in working with / in tech start-ups, or in funds that invest in tech start-ups
- Proactive and diligent in helping to originate, track and execute deals
- A good team player who is energetic with positive / can-do attitude
- A strong written and verbal communicator, comfortable interacting with colleagues globally
- A self-starter, able to work under pressure and create new solutions independently
- Fluent in English and preferably Mandarin

Hiring organization

UBS Singapore

UBS is the world's largest and only truly global wealth manager. We operate through four business divisions: Global Wealth Management, Personal & Corporate Banking, Asset Management and the Investment Bank. Our global reach and the breadth of our expertise set us apart from our competitors.

Employment Type

Full-time

Job Location

Singapore, Singapore

Date posted

January 19, 2022

APPLY

