



Job Description

Job Title:	Account Manager, Partnerships
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Job Responsibilities and Duties:

- Building strong consultative, strong relationships with our Key Accounts through regular and open communication.
- Delivering expertise and guidance to Key Accounts on online payment solutions.
- Collaborating with various teams (e.g. Sales, Legal, Integration, Support) across the company to ensure a first-class experience for our Key Accounts.
- Developing a close business relationship with existing Partners.
- Developing meaningful partnerships with potential local and international Partners.
- Understanding the details of our products/services and partner networks thoroughly.
- Sharing ideas and feedback on local trends including competitor insights, customer needs, sales, product and marketing information.

Requirements:

- Degree in Business
- Minimum 3 – 5 years of experience in payments and or account servicing/ business development
- Good understanding of the ecommerce payment market would be an added advantage
- Problem solving and good analytical skills
- Desire for continuous learning and self-development
- Entrepreneurial and ambitious
- Self-motivated with high level of energy