



<https://fintechnews.hk/job/partnerships-manager-at-transwap/>

Partnerships Manager

Description

TranSwap are looking for a Partnerships Manager to join our fast-growing team in Singapore. This role will require nurturing and growing new strategic partnership opportunities. This role needs a highly motivated go-getter with the right attributes to break new grounds with evolving technologies and innovations in the cross-border money transfer space.

Responsibilities

You are a strong team player and communicate well with people at all levels. You're a quick thinker, adaptable and able to manage a varied and fast paced environment. You don't shy away from challenges and difficult conversations, you embrace them.

- Acquire new strategic partners and affiliates.
- Manage existing strategic partners to achieve sales and transactional volume growth.
- Update product and service enhancement features to strategic partners.
- Acquire and manage sales projects with strategic partners.
- Co-ordinate with the business development team, with regards to liaising with corporate customers referred by strategic partners, affiliates etc.
- Work cross-collaboratively to negotiate partnership agreements and commercials contracts in conjunction with legal, finance and strategy through to execution.

Qualifications

- have 3-8 years of experience, preferably in a Fintech or cross-border money transfer's company.
- have enhanced communication skills (both verbal and written).
- have outstanding relationship building skills, internally and with clients.
- be highly motivated and self-driven.
- be a skilled influencer and negotiator, able to read the environment and flex style and approach to optimise impact both internally and externally with clients
- be a strategic thinker with proven experience driving daily concepts to deliver longer term vision with the ability to cut through barriers to bring real clarity and focus to delivering for our customers.

Hiring organization

TranSwap

TranSwap is an award-winning, scaleup FinTech company that helps businesses move money better. Through innovative technologies, TranSwap has developed a suite of payment applications to empower businesses and enterprises to scale existing markets and reach new global markets. Our adaptable platform for payments, collections, conversions and multi-currency accounts, makes it simpler, faster and cheaper to transact in more than 180 countries.

Employment Type

Full-time

Job Location

Hong Kong, Hong Kong

Date posted

February 21, 2022

APPLY