

<https://fintechnews.my/job/business-development-manager-fintech-at-advance-ai/>

Business Development Manager – Fintech

Description

We're looking for a Business Development Manager to join our high performing team. If you're looking to be a part of a team who tackle real-world problems that can be addressed by AI technology, Advance.AI might just be the place for you! Work alongside world-class talent and join us as we use sophisticated data and analytics to make a change in the financial world.

Responsibilities

- Drive the software and service revenue by achieving the individual sales quota.
- Develop and enhance sales and business development plans through market intelligence, understanding of client markets (quantitative and qualitative) and competitor analysis
- Focus on solution selling for prospecting and engaging key stakeholders / C-levels and closing opportunities
- Identify and define needs, articulating value proposition, differentiating competition and positioning for new market entry
- Report on sales activity, pipeline development and revenue forecast.
- Develop the Go To Market strategy for the respective territory

Qualifications

- Minimum 6 years of work experience in **enterprise software sales**, account management, business development with regional exposure in SEA countries. Industries include financial services (Bank, Insurance), financial technology eCommerce, and Payment with a strong sales track records in the last 3-4 years.
- Solid understanding of enterprise credit risk decision solution, eKYC, digital lending, digital fraud prevention, AML, AI/big data and analytics modelling
- Excellent communication and presentation skills, both written and verbal
- Fluency in English due to regional team
- Proactive with successful track record of working in a team based environment
- Independent and highly-motivated, results-driven with significant ongoing curiosity for growth

Hiring organization

ADVANCE.AI

ADVANCE.AI is a leading AI and big data company in Asia, helping to solve digital transformation, fraud prevention and process automation for enterprise clients. Launched in 2016 and headquartered in Singapore, We combine deep local market knowledge with superior AI technology. We are experts in natural language processing (NLP) and computer vision and help our clients with chatbots, anti-fraud, facial recognition, e-KYC, and optical character recognition (OCR).

Currently, we partner over 1,000 enterprise clients across Southeast Asia, South Asia and Mexico in sectors such as banking, financial services, fintech, payment, retail and e-commerce. ADVANCE.AI was ranked No. 5 on LinkedIn's 2020 Top Startups List in Singapore.

As part of the Advance Intelligence Group, an AI-driven technology company with over 1500+ employees in 12 markets worldwide, we are united by a shared vision and purpose: to Advance with Intelligence for a Better Life—for our customers, colleagues and communities.

Our culture is built on values that are core to who we are and what we stand for:

1. We foster an INNOVATION mindset

2. We achieve results with EFFICIENCY and excellence

3. We take pride in the QUALITY of our work

4. We uphold INTEGRITY in all we do

5. We embrace COLLABORATION to work across business lines and borders

Employment Type

Full-time

Industry

Information Technology & Services

Job Location

Kuala Lumpur, Federal Territory of Kuala Lumpur, Malaysia

Date posted

November 12, 2021

Apply