

## Country Head

### Description

At ATOME, we believe there is always a smarter way to achieve your aspirations. Through the power of our AI technologies, savvy consumers can now access a diverse range of lifestyle brands and services immediately by breaking down their purchases into instalment payments, or simply, Buy Now Pay Later (“BNPL”).

We are now one of the biggest regional BNPL players in South East Asia and Greater China, rapidly expanding across Singapore, Malaysia, Indonesia, Vietnam and Hong Kong. Our customers can simply scan the QR code at our partnered retailer stores or choose ATOME as checkout on our partnered retailer websites, to enjoy our BNPL payment service.

Our parent company, Advance.AI, is built and backed by experienced and successful entrepreneurs and investors in Singapore, China, and US who are from top-tier schools like Stanford, CMU, UIUC, Tsinghua, Fudan, SJTU, NUS, and NTU with rich industrial experiences from Goldman Sachs, Farallon Capital, Two Sigma, Amazon, Accenture, Tencent, Baidu, and HSBC.

### Responsibilities

- Accountable for driving commercial results , both top and bottom line.
- Responsible for developing the market strategy, guided by our regional goals and guardrails.
- Careful financial planning and resource allocation (dollars, time and people), including continued investment decisions as conditions change.
- Follow your vision, strategy and investment decisions to deliver results for the the market, including financial performance to plan, sustainable competitive advantage, and team engagement.
- A visible and vocal champion for our customers and partners externally, and our business and market internally.
- Work with and guide our regional marketing and branding team to promote our brand locally.
- Negotiating, as well as supporting, our BNPL partnerships alongside the Business Development team – with partners including e-commerce platforms, fintech players, and merchants.
- An important cross functional partner to the many headquarter teams that do not directly report to you, but are critical to successful execution of your plan, including tech, product, legal, marketing, HR and finance.
- Manage general office issues, and provide effective management strategy

### Qualifications

- 10+ years work experience, including time spent in strategic and operational roles, with PnL responsibilities.
- Solid working experience in marketing/sales/business development in a fintech/e-commerce/internet set up would be an added advantage.
- A good merchant resource in retail industry (Beauty, Fashion...) is a great plus

### Hiring organization

Atome

### Employment Type

Full-time

### Job Location

Kuala Lumpur

### Date posted

May 28, 2021

Apply

- An appetite for taking smart risks in a fast moving, competitive and often ambiguous environment.
- Self-starter, with well-developed and proven judgment and problem-solving skills
- Direct experience in building, leading and inspiring a team
- Outstanding networking skills and the ability to close economically viable partnerships.
- Possess grit, tenacity, and willingness to make things work