

<https://fintechnews.my/job/fintech-consultant-b2b-specialist-central-at-moneymatch/>

## FinTech Consultant – B2B Specialist [Central]

### Description

This job role is open to both junior and slightly experienced candidates. Fresh graduates and those with under 3 years of experience can apply for the junior consultant role with a base salary range of RM2.5k to RM4.0k whilst candidates with relevant sales experiences of 3 years or more can apply for the senior consultant role with a base salary range of RM4.0k to RM7.0k. You will also be paid out a monthly commission on top of your base salary based on your successful B2B onboardings and activations.

### Responsibilities

Successful candidates are expected to source, hunt, onboard and develop business customers for their international outbound money transfer requirements such as import payments.

- To prospect new clients whether organic or referral via sales calls, outdoor sourcing, inbound leads, direct mail, email and networking events
- To oversee and manage the entire corporate onboarding process at each stage from account acquisition to transaction fulfillment
- To travel out to meet the customer at their office address and perform due diligence
- To strengthen the trust and relationship with the client to grow the market share
- To identify key markets for growth and execute on strategy set out by the Head of B2B Acquisition
- To assist Compliance Team to secure proper due-diligence documentations from the client
- To build up a strong relationship with the client and meet their expectations on product offerings
- To investigate and troubleshoot customer service issues by working with multiple internal key stakeholders

### Qualifications

- Candidate should possess at least a Bachelor's Degree in any subject from a reputable university
- Relevant corporate sales experience will be appreciated and prioritized
- Ability to perform at a high level without significant supervision and with attention to detail
- Candidates must be innovative, confident, accountable & have a strong sense of self-initiative
- Personal transportation is a requirement as local travels to meet clients are an essential part of the role. Petrol allowances will be granted and all parking and toll charges are claimable.
- Strong command of multiple languages will be a bonus

### Contacts

Apply now at <https://my.hiredly.com/jobs/jobs-malaysia-moneymatch-job-fintech-consultant-b2b-specialist-central>

### Hiring organization

MoneyMatch

MoneyMatch is an award-winning digital remittance platform that has successfully executed over MYR3.5 billion in transactions including cross-border trade payments and individual transfers.

The company's core belief is that everyone deserves a better cross-border payment service than the status quo. Every day MoneyMatch helps thousands of customers #savemore in international money transfers, and with that in mind, MoneyMatch has expanded beyond Malaysia, to Australia & Brunei Darussalam. Up next, Hong Kong & Singapore!

### Employment Type

Full-time

### Job Location

Kuala Lumpur, Federal Territory of Kuala Lumpur, Malaysia

### Date posted

January 5, 2023

APPLY

