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## Fintech Senior Manager

### Responsibilities

- Developing strategic partnerships and effectively managing relationships with key stakeholders; identify potential partnership opportunities, negotiate favorable terms, and ensure successful collaboration to achieve common goals.
- Engage with various stakeholders from Product, Operations, Customer Support, Finance and Partnerships to ensure integration roll out tasks are aligned and every task is completed within the stipulated time.
- Navigating through complex situations and resolving issues by collaborating with internal and external stakeholders; identifying potential challenges, proactively addressing them, and facilitating constructive discussions to reach mutually beneficial solutions.
- Work in close cooperation and to coordinate with all divisions across local, regional and global Payments Team as well as with several other cross functional departments to ensure Fintech products and synergies are aligned.
- Tracking key performance metrics related to the partnership program's success and refine strategies to optimize program outcomes. Regular reporting to stakeholders, including senior management, will be required to demonstrate progress and provide actionable recommendations for improvement
- Exhibit knowledge on Payment commercials and operations, to drive digital payments initiatives
- Manage and build relationships with payment partners including payment gateways, acquirers, schemes and APMs and potential roadmap to complement local business aspirations.
- Determined priority of payment integrations and features to be built via discussions with Country Management, market research and building.
- Able to understand stakeholder needs, foster strong relationships, and communicate project updates and outcomes in a clear and concise manner.
- Managing the entire fintech growth product customer funnel, inclusive of nurturing existing foodpanda customers to fintech product users, focusing on acquisitions, retention and reactivation of lapsed users.
- Foster a culture of innovation and continuous improvement within the payment systems domain.

### Qualifications

- Bachelor's or Master's degree in Business, Finance, or a related field.
- Minimum of 5-8 years of experience in the Fintech and or payments industry.
- Proven track record of managing end-to-end projects, from negotiation to launch.
- Strong leadership and stakeholder management skills, with the ability to align goals and motivate teams.
- Strong project management and organisational skills; coordinate complex projects along with demonstrating resourcefulness in an unstructured

### Hiring organization

foodpanda

At foodpanda, they are on a mission to redefine how food, people, culture and tech are connected. The panda family consists of problem solvers, designers and thinkers, working around the clock to make foodpanda the most powerful online tool for food convenience in the universe.

foodpanda operates in 11 locations worldwide. Through the energy of their teams in all of our offices, they connect lovers of food to their brilliant partners through our amazing riders. They're changing the way food convenience is viewed and experienced worldwide.

### Employment Type

Full-time

### Industry

Internet Marketplace Platforms

### Job Location

Kuala Lumpur, Federal Territory of Kuala Lumpur, Malaysia

### Date posted

February 27, 2024

APPLY

environment

- Very strong analytical and troubleshooting skills
- Excellent communication and interpersonal skills, with the ability to manage multiple projects and priorities effectively.
- Able to work independently if required, and learn quickly and adapt to different roles in a growing team
- Prior experience in data analytics and marketing segmentation is a plus
- A sense of urgency, pragmatism and a solution-oriented approach to problem-solving.
- A passion for finding amazing food and great service.