



PR/094555 | Business Development Manager (BNPL)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1522204

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年02月18日 10:32

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Company and Job Overview

JAC's client is a BNPL company looking for a Business Development Manager. This role involves managing partnerships with financial institutions, developing ecosystems in Vietnam, and spearheading new business ventures.

Job Responsibilities

1. Leading the BNPL Partnership Project with Financial Institutions

- Define roles and establish partnership terms between non-financial BNPL companies and financial institutions.
- Design and map workflows for tasks related to the partnership.
- Create an optimal customer journey.

2. Leading the Ecosystem Development Project

- Design an ecosystem that aligns the interests of participants and customers, promoting active engagement.
- Establish a fair cost and profit-sharing structure and decision-making process among participants.
- Develop strategies to integrate participants' existing loyalty programs and services into a mutually beneficial ecosystem.
- Create an optimal customer experience within the ecosystem.
- Present proposals and communicate effectively to persuade participants.

3. Identifying, Planning, and Executing New Business Opportunities

- Conduct market research to identify potential new business opportunities and develop business plans.
- Persuade internal and external stakeholders and decision-makers to execute proposed plans.
- Ensure smooth implementation and stabilization of new businesses by forming new teams or transferring responsibilities to existing ones.

Job Requirements

- Bachelor's degree or higher in Business Administration, Economics, IT, or a related field.
- At least 7 years of experience in new business development, strategic planning, consulting, or project management.
- Proficiency in English (mandatory); Korean or Japanese language skills are a plus.
- Strong problem-solving abilities and excellent communication skills.
Preferred Qualifications
- Experience in developing large-scale ecosystems or managing multinational collaborative projects.
- Proven track record of leading BNPL partnership projects between non-financial and financial companies.
- Experience in launching affiliate businesses involving similar stakeholders.

#LI-JACVN

会社説明