

<https://fintechnews.ph/job/business-development-manager-fintech-solutions/>

Business Development Manager (Fintech solutions)

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
- Proactive with successful track record of working in a team based environment
- Independent and highly-motivated, results-driven with an ongoing curiosity for growth

Hiring organization

ADVANCE.AI

ADVANCE.AI is a data-driven AI technology company with multiple offices in the APAC region. Combining the best domain knowledge in big data, artificial intelligence, and credit rating technology, ADVANCE.AI brings the next generation of data centric platforms to support digital transformation transform across multi-verticals such as banking, insurance, consumer finance, e-commerce, payment, and healthcare in Asia.

Our core product offerings include digital ID verification, alternative credit scoring, anti-fraud detection, and AI solutions as a Service. 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.

Employment Type

Full-time

Industry

Information Technology & Services

Job Location

Manila, National Capital Region

Date posted

August 16, 2021

[Apply](#)