

## General Manager / Country Head

### Description

Atome is looking for a passionate, committed, and strategic leader to be our General Manager. Working closely with our Singapore based cross functional leadership team, you will define a compelling vision for the Buy Now Pay Later ("BNPL") business, and inspire your local team to execute against this vision. The BNPL business is multi-disciplinary in nature, spanning across product development, online/offline user acquisitions, partnership building, merchant acquisition, account management, marketing, branding, and credit portfolio management. By tying our regional priorities to local insights and innovations, you will build a self-sustaining Philippines BNPL business that is synergetic to its regional counterparts.

### Responsibilities

- Accountable for driving commercial results in Philippines, both top and bottom line.
- Responsible for developing the market strategy, guided by our regional goals and guardrails.
- 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
- 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
- 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

### Hiring organization

Atome

Atome is a leading "buy now, pay later" brand in Asia that splits consumers' bills into three equal, zero interest payments over time. Pronounced as "A-To-Me", short for "Available to Me", Atome partners over 5,000 online and offline retailers across key verticals such as fashion, beauty, lifestyle, fitness and homeware in offering their consumers choice, flexibility and convenience in how they choose to shop and pay. Our service is available in Singapore, Malaysia, Indonesia, Vietnam, Thailand, Philippines, Hong Kong, Taiwan and mainland China.

### Employment Type

Full-time

### Job Location

Manila, Philippines

### Date posted

January 24, 2022

APPLY

- Outstanding networking skills and the ability to close economically viable partnerships.
- Possess grit, tenacity, and willingness to make things work