



Job title	Head of New Business Vertical
Reports to	Head of Operations
Location	Bangkok, Thailand

Company Description

Leading Transportation company in Southeast Asia

Duties and Responsibilities

- Build your own team from scratch and lead the charge in capturing markets;
- Oversee and shape the entire operations and development of the business including long-term product development, go-to-market strategies, business models, and financing strategies;
- Prepare business and growth plans and own its entire execution – business results, P&L, and performance targets. This includes overseeing the operating plan, marketing plan, budgets, cash flow and overall company finances;
- Initiate, solidify, and maintain productive relationships with key industry partners;
- Continuously identify opportunities to improve and iterate the product; focus on customer-centric initiatives roll out to improve customer experience; drive user acquisition/growth and engagement;
- Proactively work with both local and regional teams to craft and share best practices, efficiently using common resources;
- Ensure that the company and its businesses comply with legal and regulatory requirements;
- Establish, achieve, and report on milestones periodically to the Regional Head of Operations, Regional Head of New Business Verticals, and Country Head.

Key Challenges

- Minimum 7 years of relevant work experience in Management Consulting, Marketing, or Business Development;
- Excellent leadership, management, problem-solving, negotiations, interpersonal, and communications skills;
- Deep understanding of a winning team's DNA; track-record of building well-rounded teams;
- Go-getter and motivated leader who is able to get things done. One who is willing to both lead at high level and be hands-on as needed and proactively assume responsibilities and ownership;
- Ability to work independently and deal effectively with complex, changing, and ambiguous environments;
- Able to initiate and maintain strong relationships with relevant industry partners, suppliers and contractors;
- Passionate about the social mission and making a positive impact in emerging markets.
- TOEIC Score 650

Approved by:	(on behalf of CEO)
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