



<b>Job title</b>	Revenue Director
<b>Reports to</b>	CFO
<b>Location</b>	Bangkok, Thailand

#### **Company Description**

This role is working for the top C2C marketplace in Thailand.

#### **Duties and Responsibilities**

- Define Company's revenue strategy and identify business opportunities
- Determine product-market fit for revenue products
- Help prioritize revenue generating products and opportunities with the product team and other stakeholders.
- Implement, and embed, all phases of the revenue management process in the organization
- Is the primary influencer for all pricing and margin related routines and actions
- Identifies and negotiates partnership opportunities related to revenue generation

#### **Candidate Profile**

- Consultant / Business Analyst / Product background with strong strategic and analytical skills
- 3-5 Years Experience - preferably working in the Thai market
- Experience and knowledge from online business (preferably online marketplaces/classifieds)
- Great collaborator, communicator and proven informal influencer
- Results-focused and hands-on
- Highly motivated with strong entrepreneurial mindset and ability to work independently
- Ability to communicate well in English, including speaking (presenting) and read/write

#### **Key Challenges**

- Works closely with all stakeholders to identify, validate, prioritize, and implement revenue generating products
- Embed a culture of revenue management including processes, operations, procedures, and best practices
- Works intimately with Product, Marketing, Business Development, and Finance to identify all requirements related to revenue generating products
- Is the key stakeholder for all policy and product changes related to revenue
- Provides daily, weekly, and monthly reporting with insightful comments
- Embed a revenue management culture

<b>Approved by:</b>	(on behalf of CEO)
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