



Job title	Country Manager (Payment Gateway Service)
Location	Bangkok, Thailand

Duties and Responsibilities

- Directly responsible for Tree Pay's team and business in Thailand.
- Drive merchant acquisition and create strategic partnerships with acquirers and technology providers to facilitate and accelerate the implementation of our solutions
- Manage company's cashflow and retain capital funding through angel investors and debt financing
- Retain and develop existing and future client base through strong account relationship management
- Recruit, develop, appraise and motivate staff, and ensuring the appropriate standards of performance are achieved
- Create a motivated and driven team environment
- Manage cross function resources across Tree Pay's organization and build close working relations with other internal stakeholders
- Create new revenue streams
- Collaborate closely with Product Management to ensure Tree Pay's requirements and characteristics are clearly understood and addressed in the development of products and solutions

Candidate Profile

- Have substantial experience on e-payment industry
- Need to have work experiences as the top management over 5 years at companies that provide e-payment services
- E-payment service providers include following companies
- Independent Payment Service Providers such as 2C2P, Asiapay, Airpay, GHL, AOEN, OMISE and others
- Banks that provide payment gateway service such as Kasikorn Bank, Bangkok Bank, SCB, KTB/KTC, Krungsri and others
- E-money/E-Wallet Providers such as Truemoney, Mpay and others
- Proven success in sales and business management of e-payment industry
- Strong leadership capabilities with solid experience in managing multi-cultural people and teams (including senior contributors)
- Results driven and highly client oriented
- Fluent in both Thai and English

Approved by:	(on behalf of CEO)
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