



Job title	Chief Sales Officer
Reports to	CEO
Location	Bangkok, Thailand

Company Description

We are a global payment solution provider for both online/mobile and in-store businesses. Founded in Bangkok, Thailand, we provide our partners with the latest mobile technologies in the market so that our partners can seamlessly integrate and process payments as well as integrate other value added services such as loyalty programs and rewards.

Compared to other payment companies, we are a full solutions provider for both software and hardware solutions. Some of the solutions we provide in the market are: Payment processing (Credit cards, banks, direct carrier billing), In-store solutions (NFC, BLE, QR/Barcode, mPOS), B2B solutions (Fintech, Risk management, mobile authentication).

We aim to introduce the latest and most effective technologies in the market into South East Asia and beyond. We want to change the payments landscape with the experience and technology we bring into the market.

Job Purpose

We're seeking a proven leader for the position of Chief Sales Officer to lead our payments business in Thailand and lead our organization to define, improve and drive the way we add value to merchant and acquirers in Thailand and South East Asia.

Our Chief Sales Officer will be responsible to lead the company that sells a diverse portfolio of products and services to merchants and acquirers, with focus on creating strategic partnerships, securing company budget, increasing sales and customer loyalty, reducing risk and fraud, promoting and enabling omnichannel solutions, expanding usage of digital and in store payments and driving efficiency. The portfolio will include our products and other solutions that might be appealing to merchants and acquirers including but not limited to payments, fraud prevention, processing, security, loyalty & offers, analytics, co-brands and POS functionalities.

Duties and Responsibilities

- Directly responsible for Sales team and business in Thailand.
- Drive merchant acquisition, create strategic partnerships with acquiring bank and create business partnership with other Payment Service providers and technology providers
- 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 Sales team and environment - implementing sales initiatives, managing sales activity levels, closely monitoring forecast and pipeline to exceed the transactional and revenue targets
- Manage cross function resources across the organization and build close working relations with other internal stakeholders
- Create new revenue streams

- Collaborate closely with Product Management to ensure product requirements and characteristics are clearly understood and addressed in the development of products and solutions

Key Challenges

- 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
- Strong influential skills at multiple levels, including Executive / C-level
- Strong interpersonal and relationship skills
- Fluent in written and oral English and Thai
- Drive, enthusiasm and creativity are key attributes
- Being accountable and taking responsibility for a business
- Demonstrating an ability to lead, operate and collaborate across functions
- Highly organized with exposure of project/programme management

Candidate Profile

- Bachelor's degree or higher, MBA preferred
- 10+ years of professional experience (at least 4~5 years of professional experience in epayment)
- Fluent in both English and Thai
- Experience working in the payments and technology industries, in a product / solutions selling environment
- Hands-on experience in Merchant-driven, e-Commerce or related business
- Direct sales / sales management experience, including indirect sales channels such as resellers and sales partners
- Experience in leading teams
- Experience working in complex matrix organizations
- Experience in driving merchant / acquiring solutions

Decision Making & Complexity

- Ability to act on own experience and initiative with a low level of guidance and direction
- Solves a range of complex commercial, solution, and organizational problems
- Expected to highly participate and contribute to our region's business direction

Financial & Organizational Scope

- Manage direct and indirect reports in Thailand
- Solid strategic thinking and execution capabilities
- Ability to deal with cross functional ambiguity
- Primary responsibility for revenue targets
- Responsibility for making complex financial decisions
- Responsibility for preparing and executing multi-year and annual operating plans
- Responsibility for managing expense budget and targets

Approved by:

(on behalf of CEO)