



Job title	Sales Director
Reports to	Chief Sales Officer
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 talented commercial leader for the position of Sales Director 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 Sales Director will be responsible to sell 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

- Responsible for establishing partnership with online/offline merchants and G2C (Government to Consumer) merchants
- G2C merchants include government bill payment services (such as electricity/water/gas utilities, tax, traffic tickets, e-Gov, etc)
- Propose technical business solutions and concepts to all types of merchants
- Develop business cases and evaluate level of investment, commitment and resource required to close opportunities
- Implement successful marketing programs and initiatives that promote company directives in the Thai market
- Work closely with other departments within the company

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

- Sales experience in PG services
- Team manager level : Minimum 1 ~ 2 years
- Team staff level : Minimum 1 ~ 2 years
- Proven track record in sales and relationship management in payment industry
- Leadership ability to train and lead sales team/members, scale sales efforts
- Consultative sales background with demonstrated skills in the areas of lead generation, forecasting, prospecting and driving opportunities to closure
- Good understanding of enterprise solutions (related to MNO, MVNO, etc)
- Strong track record in completing projects and contribution to key milestones
- Creative and innovative ability to create business opportunities
- Able to communicate both in English/Thai

Approved by:

(on behalf of CEO)