



Job title	Country Manager (Vietnam)
Reports to	Shareholder
Location	Ho Chi Min City, Vietnam

Job Purpose

Country Manager role for global p2p mobile payment solution. Work base in Ho Chi Minh City, Vietnam

Duties and Responsibilities

- Craft and execute strategic, operational and financial objectives for Vietnam
- Use creative approaches for driving user acquisition and adoption & build presence in every city, town and village
- Track metrics and communicate key insights to hit and exceed targets
- Provide inspired team leadership and find new talent as business grows
- Continuously review merchant & supplier landscape and market trends
- Work with truly global and truly cross-functional teams
- Have impact on product development by providing continuous market feedback and on-the-ground insight

Candidate Profile

- A degree certificate and/or proven track record in business planning and customer relationship management. Plus an understanding between book smarts and street smarts.
- At least 10 years of experience and successful track record in Internet Services, Financial Services, Digital Currency, Mobile Money/Payments, Social/Mobile Commerce or Emerging Digital Business Eco-Systems.
- Experience in sales, marketing, distribution, and/or retail and channel development.
- Experience on technology licensing, telecom and VAS distribution and retail will help you hit the ground running
- Ability to drive impact by the numbers
- Ability to inspire, energize, mentor and lead with passion and integrity
- Bravery to explore, challenge and make mistakes
- Fluent written and spoken English & Vietnamese

Approved by:	(on behalf of CEO)
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