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Refer a Candidate

Global Technology, Strategy Management - Executive Director / Managing Director - HK or SG

Req #: 190030964

Location: Hong Kong, , HK

Job Category: Technology

Potential Referral Amount: 60000 Hong Kong Dollar (HKD)

JPMorgan Chase & Co. (NYSE: JPM) is a leading global financial services firm with assets of \$2.2 trillion and operations in more than 60 countries. The firm is a leader in investment banking, financial services for consumers, small business and commercial banking, financial transaction processing, asset management, and private equity.

JPMorgan Chase (JPMC) Global Technology Strategy & Partnerships focuses on helping drive IT strategy, fostering best-in-class partnerships with both strategic and emerging technology companies as well as leveraging IT for purposes of firmwide business development and strategic marketplace development. We are seeking a Strategy & Partner Manager to perform the following:

Ecosystem Engagement

- Partner with JPMC local business and technology partners to engage the external technology ecosystem in order to understand key trends in the region
- Build and develop meaningful relationships with the APAC technology ecosystem, identifying new technology opportunities and positioning JPMC as a leader in innovation in the local market
- Research, analyze and articulate technology market developments in the APAC market, sharing information with both local management and global stakeholders

- Identify and evaluate new technology companies in the emerging technology ecosystem across key innovative areas of focus: machine learning/AI, cloud, cybersecurity, data management, collaboration, blockchain, etc.
- Ensure JPMC is well poised to articulate technology strategy to regional regulatory bodies, including government sponsored business development initiatives and programs

Influence JPMC Technology Strategy

- Act as regional coordinator for the APAC region regarding firmwide Global Technology Strategy – liaise with cross LOB teams in region to drive collaboration and coordination on strategic initiatives
- Partner with central technology leadership and subject matter experts to influence technology evaluations in region
- Develop an internal stakeholder base across multiple lines of business to socialize key trends, collaborate across geographies and influence strategic decision making
- Represent the JPMC FinTech Working Group in the APAC region, partnering with US and EMEA based stakeholders to both source FinTech opportunities in region while ensuring consistency in efforts

Foster Innovation and Collaboration

- Work with local teams to develop events, communications and programs to foster innovative thinking and collaboration among regional teams
- Act as regional coordinator for firm-wide innovation programs (e.g. people recognition, ideation events, etc.)
- Act as a point of contact for local business and technology teams regarding key ecosystem trends

Business Development

- Partner with key business stakeholders to ensure appropriate relationship management with the broader technology ecosystem in APAC
- Work closely with various JPMC businesses such as JPMC's Technology Investment Banking teams, Equity Sales and the Asset & Wealth Management organization to leverage IT expertise within the firm.
- Provide JPMC's internal business and the firm's clients access to our views and thought leadership on technology to differentiate the firm

Qualifications - External

- 10+ years of experience working closely with external technical vendors across various technology domains (with a focus on FinTech)
- Strong understanding of FinTech use cases and emerging trends

- Strong familiarity with broad technology trends (cloud, cyber, big data, etc.)
- Strong relationship and interpersonal skills and the ability to interact with senior business and IT executives, as well as marketplace executives
- Proven communications skills (written and verbal) with the ability to interact with internal and external clients
- Demonstrated understanding of technology concepts and be able to transform them into business opportunities
- Strong facilitation, process and influence skills
- Excellent analytical skills with the ability to generate effective presentations
- Proven entrepreneurial style

Note: Role can be based in Hong Kong or Singapore.

When you work at JPMorgan Chase & Co., you're not just working at a global financial institution. You're an integral part of one of the world's biggest tech companies. In 15 technology centers worldwide, our team of 50,000 technologists design, build and deploy everything from enterprise technology initiatives to big data and mobile solutions, as well as innovations in electronic payments, cybersecurity, machine learning, and cloud development. Our \$11B annual investment in technology enables us to hire people to create innovative solutions that are transforming the financial services industry.

At JPMorgan Chase & Co. we value the unique skills of every employee, and we're building a technology organization that thrives on diversity. We encourage professional growth and career development, and offer competitive benefits and compensation. If you're looking to build your career as part of a global technology team tackling big challenges that impact the lives of people and companies all around the world, we want to meet you.

Refer a Candidate

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