

## **BUSINESS DEVELOPMENT MANAGER**

As the Business Development Manager, you will play a pivotal role in shaping and expanding our payment ecosystem. You will be responsible to identify and nurture strategic partnerships, driving growth and providing our clients with innovative payment options that align with their needs..

### **Key Responsibilities**

- Identify and forge strategic partnerships with companies offering innovative payment solutions that complement our offerings. Leverage these partnerships to expand our payment portfolio and enhance our clients' payment experiences.
- Continuously assess market trends and competitor offerings in the payment space.
- Use market insights to identify potential business development opportunities and create tailored strategies for growth.
- Build and maintain strong relationships with key clients, understanding their evolving payment requirements, and proposing solutions that address their needs.
- Drive revenue growth by identifying cross-selling and upselling opportunities within our payment solutions.
- Provide valuable input into the development of new payment products and enhancements, ensuring they meet market demands and align with our strategic goals.
- Lead contract negotiations with partners, ensuring favourable terms and mutually beneficial agreements.
- Generate reports on business development activities, partnerships, and revenue growth, providing insights to the leadership team.
- Keep abreast of industry trends, emerging technologies, and potential risks to inform your business development strategies, contributing to the continuous innovation and competitiveness of our payment solutions.

### **Qualifications and Skills Required**

- Bachelor's degree in Business, Finance, or a related field
- Proven experience in business development, preferably within the fintech or payments industry
- Strong technical acumen with an understanding of payment technologies and platforms
- Excellent analytical skills with the ability to identify growth opportunities and assess market dynamics
- Exceptional negotiation and communication skills to build and maintain successful partnerships
- Results-driven mindset with a focus on achieving revenue targets and business growth