Position: General Manager  
Organisation: Silot  
Location: Thailand

Company Summary

Silot is a Fintech company headquartered in Singapore, with an R&D center in Beijing, China. We are re-defining the future landscape of Fintech industry by connecting data and function silos, which empowers financial institutions for next-generation efficiency and capabilities, with the immersion and injection of AI and Blockchain.

Our mission is to connect and empower financial institutions, global merchant businesses and everyone through data optimisation and analytics, Blockchain technology and artificial intelligence. We love creating new technologies from existing blocks such as payments, marketing, and finance. We truly believe that by building products that serve the intersection between technology and humanity would greatly enable the world to be more connected and inclusive.

The people at Silot have previously helped grow Baidu, PayPal, Alibaba, Citigroup, Standard Charted Bank, Garena, Tencent, First Data and Lenovo in South East Asia, China, and the USA.

Job Description

You will be the key executive responsible for Silot Thailand’s overall growth and market entry to post launch operational efficiency and associated revenue targets.

As General Manager, you will work closely with our COO in our South East Asia expansion to define, set and execute on our business operation strategy to gain markets.

Defining and driving the strategy plus execution in the country, you will come with a firm grasp about the country’s regulations and all factors to drive a long-standing operational success.

We would prefer that you come with early stage experience as part of a launching team that executed expansion launches in Thailand.

- Accountable for the P/L management, business results, and performance targets of Thailand Office (top and bottom line)
- Define projects and run landmarks for our market expansion in Thailand from strategy, planning and execution
- Identify and drive opportunities in regulations, partnerships, marketing, and operation growth
- Ensure effective translation of high-level business (P&L) targets set for assigned country into operational budgets, HC planning, bonus plans and sales force target setting
- Define and design best-fit company GTM strategy & priorities
- Ensure implementation of country game plan focusing on mid/long-term growth objectives (aligned with overall company's global strategy, objectives and GTM strategy)
- Define and implement annual budget plans and provide accurate and regular (monthly, quarterly and yearly basis) performance reports to the Headquarters
- Coordinate and develop all departments and ensure operational and strategic goals are achieved
- Recruit and manage staff, including performance monitoring, and mentoring and training
- Protect and effectively establish company reputation in local market

General Manager  
Silot
Job Requirements

- Bachelor’s degree in Business, Communications, Engineering, IT or similar subject.
- 5-7 years of B2B client-facing experience, with at least 3 years in corporate accounts management.
- Excellence in spoken and written Thai and English is a must, the same ability in Chinese is a plus.
- Strong interpersonal consultative skills with ability to adapt to varying situations and personalities, and ability to form close relationships with client C-level contacts.
- Self-motivating and proactive team member, who manages time efficiently, share knowledge and work well with other team members.
- Ability to meet tight deadlines, follow up on commitments and take disciplinary actions wherever appropriate
- Strong sense of responsibility, initiative and commitment
- High levels of integrity, autonomy and self-motivation
- Prior experience in selling / handling banking technology solutions, application software, or other financial solutions is a plus.

Application

To apply, please submit your detailed resume at https://silot.bamboohr.com/jobs/view.php?id=47.

Only shortlisted candidates will be notified.