

Sr. business development manager (VCC fund)[Remote Work]

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Company: Michael Page

Location: Taiwan

Category: other-general

About Our Client

Our client is an independent asset management company located in the heart of Singapore's financial district. They hold a Capital Market Services License and is regulated by the Monetary Authority of Singapore.

They provide independent asset and wealth management solutions to affluent clients in Asia regions and manages bespoke portfolios to clients to realize their long-term investment goals. Founded by three wealth managers with more than 63 years of accumulated experience in the industry, they strive to identify investment opportunities and provide the necessary expertise for our clients. The purity of intention behind every investment decision determines the relationship of Trust and Integrity we built over the years with our customers.

Job Description

Develop and implement strategic plans to expand company's VCC fund business in Taiwan.

Build and maintain strong, long-lasting relationships with key stakeholders and decision-makers within the fund management industry in Taiwan.

Build a good relationship with local fund management companies in Taiwan and am looking for collaboration opportunities.

Conduct market research to identify new business opportunities and understand the

competitive landscape.

Collaborate with internal teams to develop and tailor products and services that meet the specific needs of the Taiwanese market.

Represent company in various forums, including industry conferences, seminars, and networking events, to enhance the company's visibility and business prospects.

Ensure compliance with regulatory requirements and industry standards in Taiwan.

The Successful Applicant

A minimum of 8 years of proven experience in business development, preferably within the fund industry.

Extensive knowledge of and a strong network within the fund management sector in Taiwan.

Excellent communication and interpersonal skills, with the ability to engage and influence stakeholders at all levels.

Fluent in Mandarin and English to effectively communicate with local and international partners.

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