

## Country Manager

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Company: Hatch Asia

Location: Daerah Khusus Ibukota Jakarta

Category: other-general

Unifying Purpose, Shaping Careers - We believe in a world where organizational strategies are brought to life; when everyone finds value in their work by aligning organizational purpose with people, where we inspire a meaningful and impactful future.

Hatch Asia has been selected as the executive search partner to lead a confidential search for an extremely dynamic startup in Southeast Asia to help identify a Managing Director/Country Manager for the organization's operations in one of its core markets.

The role will be responsible to drive top line growth within the core market and will be responsible for deciphering and implementing strategies that propel the company towards its goals. Key focus of the role will be rallying cross functional teams to marry strategy and execution in order to drive success.

### The Challenges

**Strategy** :Spearhead the development and execution of comprehensive strategies aimed at driving revenue growth and expanding the firm's market presence. This entails conducting thorough market analysis and competitive research to identify key growth opportunities and market trends. Working closely with cross functional teams, the role will prioritize strategic initiatives that are closely aligned with the organization's overarching vision and objectives.

**Growth** : Lead growth initiatives to acquire and retain users while driving revenue growth. This will involve leveraging data-driven insights and experimentation to optimize marketing campaigns, user experience and product offerings. Furthermore, you will identify and pursue new market segments, customer segments and geographical markets to expand

customer base. You will collaborate closely with cross-functional teams to expedite the development and launch of new features, products and services. Strategic Operations :Oversee strategic operations, you will ensure the smooth day-to-day functioning of the organization while aligning operational activities with strategic priorities. This entails streamlining workflows, optimizing resource allocation, and implementing best practices to enhance operational efficiency and scalability. In addition to that cultivating and maintaining strong relationships with key stakeholders, including investors, partners, regulators and industry associations will be crucial.

#### What It Takes

Proven track record of a success in a senior leadership role within a growth-stage startup or fast paced environment, within Technology. Strong comprehension of both the B2B & B2C business models, with experience in scaling business and driving revenue growth. Exceptional strategic thinking and lateral thinking abilities, and know-how to translate vision into actionable plans to deliver results. Exposure in SEA, would be a major advantage.

Interested candidates, please click the Apply To Position Button

.All information will be kept in the strictest confidentiality. Notification priority will be given to shortlisted candidates. Employment Agency No: 11C5794

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