

## Country Manager

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Company: Hatch Asia

Location: Indonesia

Category: other-general

### 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.

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