Acorn Machine is a fintech platform that is unlocking the underserved complex SME lending market globally, by leveraging AI and machine learning to make a previously unprofitable market segment highly attractive.

The challenge that it is addressing is that which affects many small and medium sized organisations across the world. These are typically businesses with revenues between $5-10m all the way up to $100m which are trying to raise sub-$20m in debt financing. These businesses are being underserved by the banking sector today because the complexity of the underwriting which must occur to grant them a loan of this size makes it economically unviable for big banks or debt funds.

What Acorn Machine does is bring the small ticket of the sub-$20m debt quantum into a semi-automated solution, making the process of complex SME lending much more efficient and cost-effective. Acorn’s platform is composed of three pillars – data, technology, and process.

To learn more, please visit us at [https://www.acornmachine.io/](https://www.acornmachine.io/)

**Growth & Operations, Technical Associate**

**Key Responsibilities**

- Partner closely with key clients in Asia and ensure successful ACORN banking implementations fine-tuned to meet customer needs
- Be the connective tissue between client requirements and ACORN’s product development teams
- Act as an SME on ACORN’s components and value-add proposition, upselling clients on additional functionality
- Maintain a deep understanding of the ACORN system architecture, its integration components and overall functionality
- Engage with ACORN technical teams in the UK and India to address in real-time any technical issues customers might experience
- Actively participate in business development pitches of the ACORN platform to C-suite executives and prioritize ground work
- Continuously work with ACORN’s engineers and data scientists on product improvements and strategic design of the platform, incorporating client feedback throughout
- Ability to travel to client sites and manage ACORN implementations in Asia and elsewhere depending upon business need

**Key Skills Sets**

- 2-3+ years’ experience in software development, product management or similar technical positions
- Strong engineering background, preferred in fields such as Computer Science, Mathematics, Statistics, Software Engineering or Physics
- Familiarity with cloud infrastructure, databases, storage solutions, algorithm development, and other technical tools
- Have the ability to accurately grasp client requirements and feedback and fluidly communicate objectives to team members
- Demonstrated ability to continuously learn, work independently, and make decisions with minimal supervision
- Strong collaboration skills and the ability to engage with team members, fostering a high degree of commitment to quality, delivery and client satisfaction
- Experience working with financial institutions as end clients ideal, but not an absolute requirement
- Ability to travel up to 25%-75% with long stints at the client site as required (this is highly dependent on your engagement(s))

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Please send your CV to Firdaus.ibrahim@acornmachine.io

Closing date: 31 July 2018