Company: Beyondsoft

Job title: Country Head, South East Asia

Job Description:

• Set up and lead Beyondsoft ASEAN in developing and expanding business;
• Replicate business model in Singapore to other ASEAN countries and localize the solutions if necessary;
• Mentor and coach managers/executive across different work team in ASEAN area;
• Be a contact point and bridge between Beyondsoft HQ, Beyondsoft Singapore Regional HQ and Beyondsoft ASEAN on the business development;
• Manage contractual requirements and commercial engagements;
• Good stakeholder management to handle contractors, business partners, joint venture partner, Singapore regional HQ etc.;
• Ensure governance, risk management and compliance of Beyondsoft ASEAN countries with Singapore Regional HQ and China HQ;
• Ensure roll out of safety initiatives to achieve zero accident in workplace;
• Perform other duties and responsibilities, as assigned.

Requirements:

• Minimum 8 years of experience in e-commerce, F&B, supply chain industry;
• Possess good experience in Operations Management, Contract Management, Sales and Business Development, Channel Management, E-commerce
• Able to work with different stakeholders in diverse environment

For applications & enquiries, please email Anita Ma at anita.ma@beyondsoft.com.

Deadline: 1 April 2019

Job title: Investment Manager, Indonesia

Job Description:

• Industry and market research in Indonesia for potential impact investees which have the potential to generate financial as well as social returns;
• Screening, shortlisting and engaging with Indonesia companies to create a viable investment pipeline;
• Look for potential Indonesia investment agents, channels, partners in Indonesia, build up and maintain good relationship and partnership;
• Maintaining relations with investees and portfolio management from Indonesia;
Support all aspects of Indonesia investment portfolio management, monitoring the social and financial performance of existing investments, and reviewing management information and compliance with covenants;

Requirements:

• Degree or equivalent qualification;
• Research skill, sense of business, good interpersonal skill, passionate and presentation skill;
• Demonstrated teamwork skills;
• Strong client service orientation with openness to feedback and new ideas;
• Ability to relate sensitively to a wide and diverse range of individuals and organizations;
• Willingness to travel regularly;
• Ability to work effectively in a multi culture business environment;
• Strong knowledge about Indonesia culture and marketing.

For applications & enquiries, please email Anita Ma at anita.ma@beyondsoft.com.

Deadline: 3 May 2019

About the company
Beyondsoft (Shenzhen Stock Exchange listed, 002649) is a global IT Consulting, Solutions and Services provider. Founded in 1995 and headquartered in Beijing, China, Beyondsoft has over 30 nationwide offices, R&D bases and delivery centers, as well as facilities in United States, Japan, India, Canada and Singapore. Relying on its strong R&D heritage and ability to innovate, Beyondsoft is now focusing on using emerging, disruptive technologies, like cloud, mobility, big data and analytics, to provide powerful solutions and products for clients in a wide range of industries including: high-tech, eCommerce, finance, automobile, retail, logistics, energy, manufacturing, healthcare, telecommunications, media & entertainment, and travel.

Beyondsoft follows rigid security measures that are in strict compliance with multi-national quality & safety standards. Beyondsoft’s management and development processes are also CMMI 3, ISO 20000, ISO9001, ISO 27001 certified. Beyondsoft’s comprehensive worldwide delivery and service network is built on years of deep industry experience and business process excellence. It’s supported by an international team of experts with the practical abilities, dedication and innovative spirit to help global clients to achieve and maintain the levels of operational excellence and profitability, and continuously create value for their stakeholders.

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