



Business Development Executive / Corridor Ambassador (Pakistan)

Purpose of role:

With the customer numbers sending money out of Europe increasing by the day, Small World are actively strengthening our payout network in some of our biggest send/receive markets – one of which is Pakistan.

We are looking for a passionate Business Development Executive to lead an exciting transformation programme, that will see this person leading the negotiation process for a new incentive-based model with our existing Banking partners, and in-turn new partners.

This individual will be the go-to Corridor Ambassador for all customer transactions to Thailand, working closely with our Global Sales Teams with a shared goal to grow the Pakistan business (i.e. transaction numbers and collective amounts) further.

Role deliverables:

- Negotiate beneficial terms for Rebate Models with the banks (main Banks: UBL, MCB, Habib Bank, Allied bank) and will contribute to the process of obtaining approval from State Bank of Pakistan on proposed models;
- Continue building strong relationship with the Partners and assist them with daily requirements
- Obtain Credit Line facilities with the Partners
- Help to obtain best FX rates, commercial terms and settlement terms with the Partners
- Analyse the services available for the Senders and contribute with the improvement/changes/additions to those services if necessary
- Work closely to Sales Teams to boost transactions to Pakistan
- Bring on new payout Partners (Banks and Non-Banks)

Wider responsibilities:

- Partner with internal Small World departments including Sales, Digital, Pricing and Compliance to advise on overall approach to the country, identify issues (global or local) blocking growth of sales and propose solutions to issue and ensure agreed action plans are implemented.
- Actively engage with the communities from the targeted Corridors to promote Small World, its services and the brand more broadly
- Develop relationships and brand awareness to establish leads and intel, to pass to the send-Country sales teams.
- Liaise with marketing and Social media to identify promotion requirements (events, posters, adverts in targeted offline media, etc)
- Continually review Small World's service offering, benchmarking the service to other competitors to ensure that our service remains competitive and 'best in class'

Skills / Experience required:

- Knowledge and experience in developing relationships with Banks in Pakistan
- Knowledge of the Remittance / Money Transfer market
- Experience of working with Sales teams and contributing to business growth
- Ability to communicate fluently in English and Hindu/Urdu languages