

## Director, Strategy & Operations

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Company: Hatch Asia

Location: Malaysia

Category: other-general

### The Challenges

**Product Strategy** : collaborate and lead product owners to develop and refine product strategies that align with the overall business objectives ensuring clear prioritization based on market demand, revenue potential and strategic goals.

**Scalability planning** Develop and implement scalable strategies to support the growth of the organizations flagship products, identifying opportunities to expand market reach, increase customer adoption and enhance profitability.

**Revenue Optimization** : Drive revenue growth through effective pricing strategies, upselling and cross-selling initiatives and identification of new revenue streams or business models.

**Operational Excellence** : Optimize operational processes and workflows to ensure efficient and seamless product delivery, customer support and post-sales services.

**Strategic Execution** Develop and implement execution plans to translate strategic objectives into actionable initiatives, ensuring effective collaboration across departments to achieve business goals.

**Performance Monitoring & Risk Mitigation** : establish key KPIs and metrics to monitor the performance of product portfolio, track progress against strategic objectives and provide actionable insights to drive continuous improvement. In parallel identify potential risks and develop risk mitigation strategies to minimize disruptions to operations and protect the

organization's interest.

**Cross-Functional collaboration** : Build strong relationships and collaboration with cross-functional teams, including product owners, technology, sales, marketing and customer support to ensure alignment and smooth execution of strategic initiatives.

### What It Takes

**Professional Experience** Extensive experience in strategy development, product management and operations preferably within the technology of Fintech space

**Strategic Vision** Proven track record in developing and executing successful strategies, prioritization and scalability plans to drive revenue growth and market expansion.

**Operational Excellence** : Strong knowledge of operational frameworks, process optimization and performance measurement methodologies to ensure efficient and seamless product delivery.

**Financial Acumen** : Demonstrated ability to analyze financial data, identify revenue optimization opportunities, and make data-driven decisions to maximize profitability.

**Leadership Abilities** : proven leadership skills in managing cross-functional teams, fostering collaboration and driving results in a fast paced environment.

Priority responses will be given to candidates who are shortlisted.

Employment Agency No: 11C5794

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