

Director, Ventures

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Company: Hatch Asia

Location: Malaysia

Category: other-general

The Challenges

Venture Development Lead the identification, evaluation and execution of investment opportunities in various digital businesses, with a focus on identifying organizations that will complement the organization's current strategy.

Strategic Planning : Collaborate with the executive team to develop and refine the company's overall strategic direction, ensuring alignment with the long-term vision and growth objectives.

Market-Analysis : Conduct comprehensive market research, competitor analysis and industry trend assessments to identify potential growth areas and evaluate market viability.

Due Diligence : Perform a thorough due diligence on potential investment targets, including financial analysis, risk assessment and evaluation of strategic fit.

Partnerships & Collaborations Identify and cultivate strategic partnerships and collaborations to enhance the organization's market position and expand it's ecosystem.

Risk Management Assess and manage potential risks associated with investments and strategic initiatives, providing recommendations for risk mitigation and contingency planning.

Performance Monitoring Establish KPIs and develop metrics to monitor performance of investments and track progress against strategic goals.

Stakeholder engagement : Build strong relationships with internal and external stakeholders,

including investors, industry partners and the relevant government agencies.

What It Takes

Professional Experience significant experience and exposure within venture capital, private equity, corporate development preferably within the fintech and technology sectors.

Strategic Vision Proven track record in developing and implementing successful strategies to drive business growth, with the ability to think strategically and identify emerging trends and opportunities

Financial Acumen Strong financial analysis skills, including experience in conducting due diligence, financial modelling, and valuation analysis.

Industry Expertise : In-depth knowledge of the digital financial landscape and a strong grasp of the levers that make up the industry.

Leadership Demonstrated ability to lead cross-functional teams, influence stakeholders and make informed decisions in a fast-paced environment.

Data-Driven Thinking : Exceptional analytical and problem solving skills with the ability to synthesize complex information and provide strategic insights and recommendations

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