



Regional Partnership Director (Fintech) REMOTE + business trips

The Company:

MTrading sets the standard as an industry leader, delivering maximum bonuses, exclusive rewards, and unparalleled benefits to unlock more trading opportunities than ever before. Our high-value promotions, cashback programs, and special deals provide traders with extra capital, giving them the edge to maximize market potential and boost profitability.

The Role:

We're hiring on behalf of a forward-thinking fintech company seeking a **Regional Partnership Director** to drive strategic growth across **India, Vietnam, and Malaysia**.

This role is ideal for a dynamic professional ready to build high-impact relationships, lead partner expansion, and shape the company's presence in key international markets.

Your Mission:

- Identify, engage, and scale a network of IBs and partners in the region.
- Develop structured roadmaps with new and existing partners.
- Represent the company's offering through partner onboarding, training, and relationship management.
- Track performance, maintain accurate CRM data, and oversee partner agreements.
- Travel to core markets regularly (approx. every 1–2 months).

What You Bring:

- **Proven experience in B2B partnerships within FX, fintech, or online trading.**
- Strong cultural understanding and work experience with **India or Southeast Asia**.

- Fluent English (C1+); clear communication and confident negotiation skills.
- Strategic thinking, hands-on leadership, and business development mindset.
- Ability to balance long-term partnerships with short-term performance goals.

What We Offer:

- The opportunity to grow with a fast-scaling fintech company.
- 28 days of paid vacation + full sick leave coverage.
- Co-financing for professional learning and development.
- Travel package for international business trips.
- Potential relocation support.
- A pivotal role in shaping the company's partner ecosystem across emerging markets.

To apply email your resume to IgorVGalkin@CompanionVille.com or via whatsapp at +357 97 797 674

