



You ready to be our new

Head of Asia

Let's discuss why you should join our Vamp world.

We are building the future of Influencer marketing!

In just six years, we've grown to seven offices globally, built an invite-only network of 45,000+ creatives/influencers, worked with some of the world's largest brands, and been recognised by Deloitte among the fastest-growing companies in Australia and all of Asia Pacific, for the last four years. And guess what? We are ready to scale even further.

Due to our exciting growth, we now have an opening for a Head of Asia, based in Singapore. Reporting to the Chief Commercial Officer, this role will be pivotal in taking our company strategy to the next level.

We are looking for a strategic, results-oriented leader who will be involved with the executive team to grow and deliver our Asia region strategy.

Be responsible for...

As Head of Asia, you will form part of the leadership team and will be responsible for identifying strategic revenue opportunities through Asia and executing a strategy to see Vamp's brand and offering grow in the region.

Key Responsibilities:

- Build lasting relationships with new and existing customers and channels across Asia
- Develop and execute clear business growth plans in line with Vamps overall goals
- Manage and execute end to end sales cycles (presentations, sales pitches, negotiations, closure)
- Work with C-suite external stakeholders
- Identify opportunities for repeat business via campaigns, marketing & networking
- Own the Asia P&L and manage the team
- Provide close support and strong management of the sales team

[Vamp.com](https://vamp.com) | [Sydney](#) | [London](#) | [Tokyo](#) | [Singapore](#) | [Jakarta](#) | [Hong Kong](#) | [Dubai](#)



People:

- Play a key role in supporting Vamp's strategy to scale our commercial organisation throughout Asia
- Contribute to the future strategy of Vamp
- Support organisational design and recruiting efforts for the Asia commercial team
- Collaborate with the CCO to filter local market opportunities for sales leads
- Be a champion for the Vamp culture with partners, vendors, and investors

What you'll bring to the table...

Experienced leader who enjoys the power of social media and influencer marketing, as well as, working with creative, passionate colleagues to build an effective, profitable, growing company.

- An effective cross-functional leader with strong emotional intelligence, information processing, project management skills, and initiative
- Ability to build and develop relationships at executive level, with the capacity to collaborate with team leads, strategic partners, and other external parties/organisations
- Demonstrated experience in running teams (at least 5-years) and driving towards monthly, quarterly, and yearly revenue targets
- Experience in brand building, development, and retention in Asia
- Experience in running a regional P&L will be useful
- Excellent written, verbal, and presentation skills
- Ability to get stuff done - to work independently and take the initiative with drive and enthusiasm