



In line with our regional growth, we are looking for dedicated & passionate individuals to fill the position of:-

Group Head – TPA (Permanent) (GHL – Bandar Sri Damansara/Bandar Sunway)

The role will be part of the leadership team, reporting to Group CEO & with the primary purpose of building profitable revenue through TPA business. To manage all aspects of Group GHL’s Sales, including revenue & costs, profit performance & on-going development of GHL’s revenue base. To develop & manage all new business expansion projects, maintenance of key external relationships & execution of new business strategies.

Job Responsibilities:

- Managing the product development & profitability of TPA business.
- Defining the strategic direction that delivers the growth targets.
- Works closely with sales leadership in order to define sales targets & forecast.
- Designs & recommends sales programs & sets short and long-term sales strategies.
- Pro-actively seek out new business opportunities in the region & work towards achieving agreed new business targets.
- Reviews measures to achieve performance targets.
- Finding & attracting new profitable TPA business.
- Expanding existing TPA business.
- To work closely with global schemes, card payment acquirers, e-Wallet issuers, telcos & billers to acquire merchants.
- Assist in any ad-hoc tasks assigned as & when is required by the immediate superior.

Job Experience Requirements:

- An experienced & seasoned sales leader with a proven record of sales achievements.
- Experienced in leading a large sales team in a dynamic & competitive environment.
- Proactive, lateral thinker & a leader in strategy and execution of strategies.
- Objective, motivated & results driven.
- Positive self-starter, totally self-motivated by the challenge of bringing in new sales & possess the responsibility, ownership commitment & leadership.
- Highly articulate & persuasive.
- Experience and knowledge of the payments & credit card industry will be an advantage.
- Demonstrated strategic thinking & business transformation in a past job that led to success.





- Direct experience in the merchant recruitment business will be an added advantage.
- Extensive networking within the Corporate Sector such Financial Institutions, Retailers & Telcos will be a distinctive advantage.
- Willing to travel i.e. Philippines, Thailand, Indonesia etc.

Education Requirements:

- Candidate must possess at least a University Degree in Marketing or relevant would be desirable.

Interested candidates please fax or email your applications (with cover letter, complete resume, certificates/relevant documents & 1 recent passport-sized photograph) to:

GHL SYSTEMS BERHAD (293040-D)

Human Resources Department
No. C-G-15 Block C, Jalan Dataran SD1,
Dataran SD, PJU 9, Bandar Sri Damansara,
52200 Kuala Lumpur, Malaysia.

Tel: 03-6286 3388

Fax: 03-6280 2999

Email Address: hr@ghl.com

Interested candidates are encouraged to apply.

Please be informed that only shortlisted candidates will be notified.

