

YBEX Limited
Graduate positions

About YBEX Limited:

YBEX is a Hong Kong-based financial technology company and our platform is a marketplace for foreign exchange (“FX”) services. We help individuals and businesses compare and lock-in exchange rates with the most suitable money service providers for their money exchange, remittance and cross border payment needs.

Our aim is to revolutionise the whole ecosystem - whether it is for travellers, international students, oversea foreign workers and multinational corporations on the user side, or for local money exchange shops, international remittance companies and global banks on the service provider side, YBEX improves the experience for everyone. We strive to achieve fluid money movement globally.

Know more about us: <http://www.ybex.io/en/about>

Media coverage: <https://goo.gl/6RAbQE>

Job openings:

1. Business Development Specialist:

Responsibilities:

- Identify and locate potential business partners globally by contacting potential partners; discovering and exploring opportunities
- Develop negotiating strategies and positions for each of our potential partners; execute the strategy and secure business partnership
- Manage and maintain excellent working relationships with our existing partners
- Conduct product training for our partners; ensure the daily operation on the partner’s side is smooth and up to standard
- Collect product feedbacks from our partners, turn them into product specification and present them to our engineering team
- Perform other ad-hoc assignments

Requirements:

- Bachelor's degree
- Excellent communication skills, presentation skills, and interpersonal skills
- Strong research and strategic analysis skills
- Efficient, self-motivated and hard-working
- Good command of written and spoken Chinese, English and Mandarin
- Ability to work independently and effectively as part of a startup team, while handling multiple tasks and responsibilities simultaneously

2. Customer Service and Community Specialist

Responsibilities:

- Listen to and observe customers' needs and behaviours on social medias and communication tools
- Share knowledge and best practices with the management and product teams to improve products and services
- Develop and execute user engagement strategies to ensure a high level of consistent platform activity and dynamic user acquisition growth strategy
- Correspond to inquiries and concerns with users and make sure they walk away with a smile
- Generate reports and track campaign efficacy
- Learn all aspects of the YBEX platform /policy and offer alternatives and options to grow community

Requirements:

- Bachelor's degree
- Excellent written and oral communication skills in English and Chinese
- Ability to work independently and effectively as part of a startup team, while handling multiple tasks and responsibilities simultaneously
- Ability to identify, analyse, and escalate complex issues
- Exceptional Interpersonal and communication skills
- Excellent troubleshooting and problem resolution skills
- Efficient, self-motivated and hard-working

3. Digital Marketing Specialist

Responsibilities:

- Social media and community marketing: develop, launch, nurture and monitor our social and digital media channels to increase user engagement
- Manage and optimise digital marketing campaigns
- Content creation and blogging: ability to create and write original articles as well as adapt
- External content for repurposing onto our social media platforms
- Public relations: drive public relations with press, blogs, KOLs, forums and events, and ensure there is steady growth in adoption
- Analyse online content related to the brand and its competition on the Social Media platforms (Facebook, Twitter, blogs, websites etc.)
- Develop and execute user engagement strategies to ensure a high level of consistent platform activity and dynamic user acquisition growth strategy
- Generate reports and track campaign efficacy

Requirements:

- Bachelor's degree
- Excellent written and oral communication skills in Cantonese and English
- Hands-on experience with different types of marketing campaign, both online and offline
- Experience working with marketing agencies
- Ability to work independently and effectively as part of a startup team, while handling multiple tasks and responsibilities simultaneously
- Analytical mindset and ability to work with data
- Creative and outside-of-the-box thinker
- Exceptional communication and organisational skills
- Efficient, self-motivated and hard-working
- Familiarity and keen interest with the latest marketing techniques and software

4. Product Analyst

Responsibilities:

- Design and enhance different components of our platform

- Work closely with the engineering team, business development team, marketing team and the CEO to design the best software that would revolutionise the foreign exchange market

Requirements:

- Experience in designing and building innovative software system and writing software specification document
- Exceptional written and oral communication skills
- Self-starter & can-do attitude
- Strong analytical mindset
- Detailed-oriented: UX/UI design would be a great bonus

5. Software developer

Responsibilities:

- Work with a wide range of cutting edge technologies
- Build awesome products, features, and tools to serve travelers, remitters, service operators, and our operations team

Requirements:

- Bachelor's numerical degree e.g. Computer Science, engineering and related fields, or with relevant experiences
- Proficient in at least one of the following languages: JavaScript, Elixir, Ruby, Go, Python, q
- Familiar with functional programming paradigm
- Have a passion in learning new things, learns fast
- Ability to navigate around the Linux/BSD/Unix terminal comfortably
- Ability to write clean, read, test, logic and maintain code, or at least can spot bad code smells
- Care about building functional and beautiful user interfaces and experiences
- Experience in making an app/project all by yourself, from start to finish
- Have a passion in technology and software development

Application Method and Deadline:

- Please send your updated resume to [hiring@ybex.io](mailto: hiring@ybex.io) on or before 10th Oct 2017