

## Market Development Investment Sales

### **Role Overview:**

We are seeking Investment Sales professionals (Analyst / Associate / AVP / VP / SVP / MD) to lead investor acquisition, relationship management, and capital-raising initiatives. In this role, you will harness Micro Connect's innovative platform to drive revenue growth by securing investments from institutional investors, family offices, professional investors, and corporate partners. This position combines strategic sales expertise, financial acumen, and a passion for empowering small and medium-sized enterprises (SMEs) through technology-driven solutions.

As a key member of the Market Development team, you will serve as a pioneer in promoting Micro Connect's groundbreaking RBF platform. Based in Hong Kong or Macao, you will identify and address the investment needs of investors and corporate partners to drive capital growth. This role demands strategic vision, financial expertise, a passion for innovation, and a mission-driven mindset to achieve business breakthroughs by empowering the real economy through technology.

### **Key Responsibilities:**

#### **Investor Acquisition & Capital Raising**

- Develop and execute market expansion strategies globally to identify and engage professional investors aligned with Micro Connect's mission.
- Articulate the value proposition of Micro Connect's product offerings
- Achieve capital-raising targets for tailored products designed for SMEs.
- Inspire the design of product structures and manage end-to-end fundraising processes.
- Utilize Micro Connect's analytics tools to provide data-driven insights and dynamic updates to investors and partners.

#### **Relationship Management**

- Build and maintain long-term partnerships with existing investors through proactive communications, performance updates, and customized reporting.
- Organize and host webinars, roadshows, and one-on-one meetings to showcase platform capabilities and portfolio performance.

#### **Market Intelligence & Strategy**

- Monitor global capital market trends, investor sentiment, and regulatory changes impacting SME financing.
- Collaborate with product and data teams to refine offerings based on investor feedback and evolving market demands.



### **Cross-functional Collaboration**

- Work closely with the Marketing team to develop investor-facing materials, including pitch decks, whitepapers, and case studies.

### **Technology Utilization**

- Leverage Micro Connect's proprietary analytics tools to deliver data-driven insights and enhance investor decision-making.
- Advocate for platform enhancements to improve the overall investor experience.

### **Job Requirements:**

- Bachelor's degree in Finance, Business, Economics, or a related field; MBA or CFA designation is preferred.
- Experience in capital markets, private equity, investment banking, or fintech sales, with a proven track record of closing six- to seven-figure deals.
- Strong understanding of financial instruments, including equity, debt, and hybrid structures.
- Experience in structuring financial products and managing fundraising activities.
- Exceptional written and verbal communication skills in English, Mandarin, and Cantonese is a plus, with strong presentation abilities.
- Entrepreneurial mindset, results-driven, and passionate about fintech innovation and its potential to transform the real economy.

**Location:** Hong Kong or Macau

To apply, please email your resume to [recruit@microconnect.com](mailto:recruit@microconnect.com).

Micro Connect is dedicated to providing equal opportunities for all job applicants. We warmly encourage qualified candidates from diverse backgrounds to apply. Please be assured that your personal information will be handled with the highest level of confidentiality, and only authorized personnel will manage your data for recruitment purposes. If you do not receive a response within eight weeks of the job posting date, please consider your application unsuccessful. Interested candidates are invited to submit their resumes to [recruit@microconnect.com](mailto:recruit@microconnect.com).

### **About Micro Connect**

Micro Connect is an exchange group that leverages financial technology to connect global capital with micro and small businesses. Through its innovative revenue sharing investment and financing model, small business can access affordable long-term capital on Micro Connect (Macao) Financial Assets Exchange (MCEX), the world's first licensed exchange for daily revenue shares

The group's proprietary revenue sharing asset class, Revenue Based Obligations (RBOs), gives investors direct and diversified exposure to the daily and transparent cash flows in the global vibrant consumer economy, while making capital more accessible and affordable to business owners. With a licensed exchange (MCEX), Micro Connect offers efficiency and liquidity in small business investing for global professional investors and a new alternative to impact investing.

For more information, please visit [www.mcx.mo](http://www.mcx.mo) and follow our journey on LinkedIn: [Micro Connect | 滴灌通](#), and WeChat: 滴灌通 Micro Connect.

### **WeChat**



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