

Job Title	Manager, ASEAN & Global		
Company	CRADLE FUND	Date	-
Department	Eco Dev	Unit	-
Reports to	GCEO, BOD, BARGC & BNRC		

Summary of Role

To lead strategic initiatives that secure Malaysia's position among the Top 20 global startup ecosystems by 2030. The role focuses on global market access, ecosystem building, and program execution to help Malaysian startups scale internationally.

Job Description & Responsibilities

Job Description

1. Global Market Access

- Drive curated expansion programs for Malaysian startups entering global markets.
- Develop and manage partner-led programs with international accelerators, corporates, and ecosystem players.
- Facilitate sandbox opportunities for startups to test solutions in global markets.

2. Ecosystem Building

- Build strong relationships with global startups, investors, mentors, and ecosystem builders.
- Execute initiatives like Beyond Borders and ASEAN CrossConnect to foster cross-border collaboration.
- Represent Malaysia in global forums and thought leadership platforms.

3. Program Management

- Plan and deliver global networking events, investor sessions, and masterclasses.
- Monitor KPIs for global expansion, partnerships, and ecosystem engagement.
- Ensure compliance with collaboration agreements and project implementation plans.

4. Stakeholder Engagement

- Collaborate with government agencies, corporates, and international partners.
- Drive strategic partnerships to enhance Malaysia's global positioning.

Qualifications & Experience	<ol style="list-style-type: none"> 1. At least Bachelor Degree in Business, or equivalent. 2. At least five (5) year of real working experience. 3. Good communication skills
Skills & Competencies	<p><u>Core Competencies</u></p> <ol style="list-style-type: none"> 1. Deep Understanding of Global Startup Ecosystems & Market Entry Strategies <ul style="list-style-type: none"> • Knowledge of major global startup hubs and their dynamics (e.g., Silicon Valley, Singapore, Seoul). • Familiarity with international regulatory frameworks, compliance requirements, and cultural nuances. • Ability to design and implement market access programs tailored for different regions. 2. Exceptional Stakeholder Management & Networking Skills <ul style="list-style-type: none"> • Proven ability to build and maintain relationships with global investors, accelerators, corporates, and government agencies. • Skilled in negotiation and partnership development to secure strategic collaborations. • Strong communication and interpersonal skills for engaging diverse stakeholders across borders. 3. Project Management & Ecosystem Development Expertise <ul style="list-style-type: none"> • Experience in planning and executing large-scale international programs and events. • Ability to manage multiple projects simultaneously with clear timelines and KPIs. • Strategic thinking to identify gaps in the ecosystem and develop initiatives that drive measurable impact. <p><u>Core Technical</u></p> <ol style="list-style-type: none"> 1. Global Market Entry Strategy <ul style="list-style-type: none"> • Ability to design and execute strategies for entering new international markets, including feasibility studies and risk assessments. 2. Partnership Development <ul style="list-style-type: none"> • Expertise in identifying, negotiating, and managing strategic partnerships with global accelerators, corporates, and ecosystem players. 3. Regulatory & Compliance Knowledge <ul style="list-style-type: none"> • Understanding of international business regulations, trade policies, and startup compliance requirements 4. Analytical skills for KPI tracking and impact reporting.