



Role: Regional Manager, Asia Pacific

Location: Singapore

About SixThirty

SixThirty is a global venture capital fund that operates a go-to-market program. Our mission is to find the most innovative ideas in enterprise financial technology (“FinTech”), insurance technology (“InsurTech”) and Cyber Security across the globe, and work with like-minded corporate investors and partners to mentor and grow them into great businesses. Our corporate partners include Allianz Life, Bank of New York | Pershing, EY, Mastercard, Reinsurance Group of America/RGAX, World Wide Technology. We invest in and help grow between 8 - 12 early-stage, generally in seed – series A, companies each year, providing funding, mentorship, and connections. More information is available at sixthirty.co & sixthirtycyber.com

What will Regional Manager do?

SixThirty is hiring a Regional Manager to lead market development and pipeline management in **the Asia Pacific region**, and to deepen SixThirty’s thought leadership in InsurTech. The Regional Manager will work closely with our strategic partner, RGAX, a wholly owned subsidiary of Reinsurance Group of America (RGA), our Regional Manager based in Amsterdam, and the SixThirty team in its headquarters in St. Louis, MO. The Regional Manager will leverage an established network in the financial services and insurance sectors in order to execute the following responsibilities:

- Market Development
 - Serve as the market leader for the defined region by building relationships with all relevant stakeholders (e.g. startups, corporates, investors) and by shaping SixThirty’s brand presence
 - Build relationships with regional RGAX teams, understanding innovation priorities and, as appropriate, convene/participate in client meetings
 - Attend conferences, demo days, hackathons, meet-ups, and other events in the region
 - Develop an understanding for the region’s strengths and challenges in FinTech and InsurTech innovation
 - Expose existing SixThirty portfolio companies to potential customers, channel partners, and other stakeholders in the region
- InsurTech & FinTech Pipeline Management
 - Build a pipeline of promising startups in the region, with a particular focus on InsurTech, Digital Health, Investments, Savings, and Payments startups
 - Build and manage relationships with startup founders in the region, ultimately channeling the companies into the SixThirty global pipeline of potential investments
 - Drive awareness of the SixThirty brand within the regional pipeline
 - Educate startups on the SixThirty approach to investing and partnering with startups, including how SixThirty and RGAX (and other corporate partners) work in a collaborative manner
 - Pull in other SixThirty team members and collaborators as appropriate in order to advance the most promising startups through the SixThirty investment process



- Administration
 - Set and manage annual budget
 - Assist with SixThirty's go-to-market program

Still interested? Read on for details about what we are looking for in candidates.

What are we looking for?

FinTech, InsurTech and Cyber Security are some of the fastest growth areas in tech and venture capital. We are looking for someone that is comfortable and excited about working in a fast-paced, global environment. The ideal candidate can juggle many responsibilities, while simultaneously prioritize key activities. In our opinion, this requires the following skills and attributes:

- Self-starter
- Levelheaded
- Strong attention to details while able to multi-task
- Has a "whatever it takes" mentality
- Punctual, professional, mature
- Polished interpersonal communication skills, critical thinking, and collaborative nature
- Persistence
- Knows how to balance fun & work

We believe that candidates with a well-established network of contacts and collaborators in the defined region will be best positioned for success. Additionally, we are looking for candidates that have requisite experience and background to carry out the job responsibilities. A genuine interest in the areas we invest and the manner in which we invest is necessary. In our opinion, this may be demonstrated through the following attributes:

- Network of contacts in insurance, financial services, venture capital, and start up ecosystems throughout the region
- A natural networker and connector, and comfortable seeking out such situations
- An eye for spotting promising startups
- The ability to understand corporate incumbent innovation agendas
- Experience managing a brand image and building brand awareness through multiple channels
- An educational background in finance, entrepreneurship, international business, or related discipline
- Experience with early-stage investing, particularly with an enterprise focus
- Respect for risk taking challenges of entrepreneurs
- Diversity of background and perspective
- Experience with adoption of new technology
- Passion for innovation

The offer

The SixThirty Regional Manager is intended to be a full-time paid position, although we will consider alternate arrangements. The Regional Manager may be embedded in a local office of RGAX, or may use a co-working space. The offer includes:



- Compensation commensurate with experience
- Paid time off
- Growth and leadership opportunities

To apply

Send the following materials via email to Joel Brightfield, Principal, at joel@sixthirty.co

- Cover letter explaining why you are interested in the position and why you are a good candidate
- Resume
- 140-character description of yourself
- LinkedIn URL

References & background check may be required.

About RGAX

RGAX is a wholly owned subsidiary of Reinsurance Group of America, Incorporated. Formed in 2015, as RGA's innovation and digital business unit, RGAX has three regional teams around the world: RGAX Americas, RGAX EMEA, and RGAX Asia. RGAX leverages its global platform to build and accelerate transformational businesses in the life insurance industry with a mission to help people live longer, healthier, more financially secure lives. RGAX's lines of business include data/analytics, digital distribution, customer engagement, and insurance services. For more information, please visit www.rgax.com.

SixThirty is an equal employment opportunity employer and does not discriminate against applicants or employees because of race, color, religion, national origin, sex, age, citizenship status, disability status of an otherwise qualified individual, membership or application for membership in a uniformed service, or membership in any other class protected by applicable law.