



## **Head Of Solution & Partnership (Government & Private Sectors)**

### **Job Purpose:**

To lead and manage the overall strategic direction, commercial engagement, and partnership initiatives of MyDigital ID across private, government, and financial sectors. The role is critical in driving revenue generation, establishing and maintaining high-level partnerships, and ensuring MyDigital ID's solutions are aligned with market needs and national digital identity strategies.

As the division head, this leader will drive solution ideation and positioning, identify new commercial opportunities, and ensure that MyDigital ID's offerings are aligned with market demands, policy direction, and national priorities related to digital transformation and cybersecurity. The role requires a deep understanding of digital identity frameworks, trust services, and commercial monetization models, alongside the ability to manage high-level stakeholder relationships and complex cross-sectoral negotiations.

Internally, the Head of Solution & Partnership will also play a vital leadership role in aligning cross-functional teams, coordinating product-market fit, and building a high-performance culture that is agile, customer-oriented, and focused on measurable impact. The success of this role will be pivotal to positioning MyDigital ID as the nation's leading trusted digital identity platform, while also ensuring the financial sustainability of the organization through diversified commercial engagements.

### **Key Responsibilities:**

1. **Commercial Engagement & Revenue Generation**
  - Identify, negotiate, and close business opportunities with key stakeholders in public and private sectors.
  - Drive revenue generation through MyDigital ID's core services (e.g., identity verification, authentication, digital signing).
  - Monitor and manage division P&L performance, forecasting, and commercial KPIs.
2. **Government, Private & Financial Sector Engagement**
  - Build strong relationships with relevant ministries, government agencies, industry players, and regulators.
  - Understand sector-specific digital identity needs and tailor MyDigital ID solutions accordingly.

- Champion public-private collaboration models to increase adoption and trust in MyDigital ID.
3. Partnership Development
    - Develop and maintain strategic partnerships with technology vendors, system integrators, certificate authorities, fintech players, and other relevant third parties.
    - Lead MoU/Lol/contract negotiations, strategic alliances, and joint ventures.
    - Collaborate with product and technology teams to co-create or integrate partner solutions.
  4. Solution Development & Market Alignment
    - Oversee market research and competitive intelligence to guide solution development and market positioning.
    - Ensure that MyDigital ID's offerings comply with legal, security, and industry standards.
    - Translate market needs into business solution roadmaps and partnership opportunities.
  5. Team Leadership & Development
    - Lead, coach, and develop the three sectoral teams (Private, Government, and Financial Sector Units).
    - Foster a high-performance culture within the division with a focus on accountability and results.
    - Ensure continuous capability building in commercial and solutioning functions.
  6. Reporting & Stakeholder Management
    - Report to senior management on division performance, market updates, and partnership outcomes.
    - Represent MyDigital ID in high-level forums, roundtables, and policy engagements.
    - Ensure alignment with national digital transformation strategies and regulatory requirements.

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