

Current Opportunities

June 21, 2017



Product Management and Product Development

SVP Program Manager Product Development – Prepaid Card Issuing Bank

Are you ready to lead the development and management of product and marketing growth strategies for an innovative payments services and solutions provider? You will be responsible for execution of the product and marketing strategic vision “develop once, deploy multiple times” as you define and develop new payment products and multi-year go-to-market strategies in order to support partners, direct to consumer and direct to business channels. You will also work with current bank partners to help them with B2C product ideas and enhancements as well as direct to consumer marketing strategies. This high profile position allows you to leverage your skills as a seasoned innovator as you drive for results with a product set that includes traditional and non-traditional products, add-on features and functionality and technologies that support and add value to the product set. Take the challenge and begin your new career with this award-winning issuing bank.

VP Product Development Artificial Intelligence Innovation Leader – Top 10 Bank

Be part of a team of visionaries with one of the country's most respected, innovative and successful banks! Your success in product innovation and strategy within the AI and Machine Learning practice will help you to lead the development of new products, set the strategy for emerging innovations in payments and banking and create the environment within the bank through which these innovations are tested, adjusted and brought to market. Your leadership and management abilities combined with payment industry knowledge will help you translate your vision into reality for the future direction of this financial institution.

Manager Payments, Prepaid Products – Issuing Bank

This is your opportunity to work with the Prepaid Program Officer to evaluate and approve prospective partners for prepaid and payments products, manage on-going partner due diligence programs, ensure regulatory and procedural compliance of Prepaid Programs, and coordinate legal and compliance review of contracts and other program related documents. You will also serve as a relationship manager to various bank partners and you will manage cross-functional implementation teams including IT, Operations, Finance, and Compliance to launch new products and programs.

Systems Analyst and Business Intelligence Analyst

Business Intelligence Analyst, Data Scientist – Merchant Processing

Are you a change agent? If so, then you may want to consider a new opportunity with a leading provider of technology-driven global payment processing solutions for small to large enterprises in the point-of-sale, B2B and e-commerce industries. As Business Intelligence Analyst, you will actively drive business decisions and enhance operations as you provide quantitative and qualitative data analysis and report patterns, insights and trends for the organization. You will provide advice to management regarding effective techniques to analyze and report data as you work with all business lines to understand their needs and develop reports and solutions.

Sales & Relationship Management

VP Issuer Sales – CNP Fraud & Chargeback Prevention

Outstanding success is your future with this high-growth entrepreneurial global business. You can be part of an innovative, one-of-a-kind global collaboration-based technology services company tackling the major issues and opportunities in CNP payments. Your proven senior Issuer (FI) sales executive experience will help commercialize the industry leading suite of eCommerce solutions across a broad network of banks. You will support the growth of global business and the adoption of an increasing suite of services to the leading US Issuers in CNP Fraud and Chargeback solutions

VP Sales – ATM Debit Network

Step into the #1 producing sales territory and be part of one of the nation's leading providers of comprehensive ATM and Debit Card Processing Solutions for Financial Institutions, Independent Sales Organizations (ISOs), and Retailers. This is your chance to leverage your knowledge of the debit network business and the ISO and ATM acquiring business to expand this rapidly growing network with more than 1,600 participating organizations and 80 million active cards

Pre-Sales Engineer, Solution Architect – Biometric Security

Do you think biometrics and mobile identity authentication are hot right now? If so, this is your chance to play a lead role in the continued growth in North America for a leading international provider with 10+ years of success. As the Pre-Sales Solution Architect for the Western U.S. and Canada, you will be the lead technical resource to support sales efforts in the region as you engage in customer-facing technical presentations, architectural design and implementation planning. This is your opportunity to showcase your sales and technical expertise as you lead the integration of multi-factor, biometric authentication solutions into customer and partner systems to help them increase efficacies in the authentication process while dramatically reducing fraud.

Head of Sales – RegTech SaaS

Join an exciting RegTech start-up named one of the 50 Smartest Companies in 2016. This is your chance to lead the inside sales team to identify and sell to customers ranging from financial services firms, to e-Commerce Merchants and FinTech leaders. Your solutions will help your clients reduce fraud and be more profitable. Your proven experience in SaaS sales to Online Lenders, Acquiring Banks, Payment Processors, Gateways, Payment Service Providers, Digital Currency Exchanges, Financial Institutions, and e-Commerce Merchants will leverage best of breed technologies that allow for horizontal scalability with real time responses.

Executive Relationship Manager - Digital & Integrated Payments

Use your knowledge of digital payments to lead business development and client management with top mobile, digital, and integrated payments technology partners. You will use your relationship building skills and familiarity with the payment ecosystem as you work with payment gateways, payment facilitators, web based platform providers, shopping cart providers, and integrated software vendors to maximize brand transaction volume growth and increase market share. Be part of a company that values integrity and a strong life balance and is committed to a win/win proposition to be the best partner for their key clients and provide personal and financial success for their employees who deliver on this promise.

Director of Sales Americas – FinTech SaaS

Join an exciting FinTech start-up with rapid growth in customer identity verification for financial services as well as other target industries. You will be the first to offer clients combined digital footprint analysis, document authentication and biometrics to confirm customer identification. With your contacts in the money transfer, banking, lending and alternative finance businesses you can join a management team that has helped thousands of businesses know that their customers are who they say they are. This management team previously built and profitably sold another market leading business.

VP Account Executive – Automated Accounts Payable Solutions

Are you a proven, consultative business-to-business sales hunter? If so, this is your chance to join a leading organization (top 5% among peers) with 50%+ growth in volume in their electronic B2B payments division. Help organizations reduce and streamline their expenses by eliminating checks currently used to pay their vendors with electronic payments that provide a monthly revenue share back to your clients! You will work with client companies at the C-level in both Private Sector Businesses and Government Agencies. Payments experience is NOT required; however, the ability to prospect with cold calls, leverage internal and external referrals, and work with networking groups and associations IS required. If you are Sales Award Winner with effective listening, problem solving, presentation, sales, negotiation, closing and relationship management skills, this is a great company where you can meet and exceed your sales goals and build long-lasting relationships with your clients. (8 Jobs in 8 US Territories)

Operations

AVP Implementation Manager, Prepaid Card Operations – Prepaid Card Issuing Bank

Are you ready to join an innovative Prepaid Card Issuing Bank with the plans, resources, and ability to invest in and focus on FinTech? This is your opportunity to lead and manage as you direct the implementation and onboarding of the bank's Prepaid Card clients as well as manage related projects. As the subject matter expert for the Prepaid Card products and services, you and your team will work directly with the Program Managers, Processors and Card Brands. If you have strong interpersonal skills, superior technology skills, and the willingness to take initiative and lead a team this may be the opportunity for you.

Head of Client Services – Imaging Solutions

Step up to a Fortune 500 managerial role as you provide strategic direction for the service side of the client relationships. This is your opportunity to develop resolutions for critical technical issues and broad design matters. As Director, you will oversee a budget of \$15 million and mentor a team of 100+ to provide process and procedure strategic planning and direction and oversee the development of standards, guidelines, direction, and education. Your proven ability to effectively communicate with all levels of executives, clients, and customers, especially when providing communication on issues or complex information to a wide audience will be instrumental to develop best practices and drive efficiencies.

Risk, Compliance, Credit, Fraud

Director Credit Risk Management – Consumer Lending or Credit Cards (2 Jobs)

Would you be excited to succeed in a FinTech start-up environment working with advanced technology in machine learning and data science? If so, this could be your opportunity to help build a socially responsible consumer credit franchise via product and risk innovation while thoughtfully balancing growth, risk and profitability. This mission-driven technology start-up connects the underbanked/underserved consumer with progressive credit products in a nimble and data-driven environment. As a key leader, you will be entrusted with owning credit risk and the risk-return tradeoff for an entire product line, including acquisitions, account management, forecasting, team management and more. The ideal candidate will be very entrepreneurial, curious and quick to learn, deeply rooted in innovative financial services, previously successful in a model-driven cutting-edge risk organization, and generally unstoppable.

VP Credit Officer – Bank Money Services Business MSB

This is your opportunity to join a progressive bank and serve the Money Services Business. You will be responsible for the underwriting and evaluation of all MSB Division credit requests and operating account requests while ensuring adherence to existing policies and guidelines. This is an opportunity to be responsible for the overall supervision of the Money Services Business Credit Department and as such, ensure that a sound loan portfolio is maintained. To be successful, you will work with compliance staff to ensure that the MSB Division is in compliance with all applicable laws and regulations as well as bank policies and procedures.

Consulting

Senior Manager Consulting Financial Services Technology – FinTech Consulting

Join this international consulting firm and help transform leading FinTech Organizations and communities around the world. The sheer scale of this firm's capabilities and client engagements and the way they collaborate, operate and deliver value will provide you with an unparalleled opportunity to grow and advance. This is your opportunity to make delivering innovative work part of your extraordinary career. In this job, you will drive profitable client growth as you develop market-relevant insights to increase market share and create new markets. You will operate at the intersection of business and technology to create technology strategy, design value and influence client agendas.

Senior Consultant Payments Practice – International Bank Consulting

Are ready to drive innovation and deliver transformational outcomes for a demanding new digital world? You can be part an innovation led approach to help clients as you consult with the top 20 banking institutions in North America. As a Payments Consultant, you will consult with C-suite executives to define strategy and project work and launch operating models through to implementation. If you have previous ACH experience or have worked with funds transfers in bank-to-corporate connectivity this could be your next move as you “navigate to the new” and leverage your business experiences and consulting skills to impact the next generation of payments.

Thank you for your interest!

Jobs Change Often - Please feel free to call or email.

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