

# Current Opportunities

August 30, 2017



## Product Management and Product Development

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### **Solution Manager - Emerging Payment Technologies**

As a key person on the Solutions Team, you will participate in the discovery and assessment of new opportunities brought in by the sales team. With your strong relationship skills you will partner with clients to discover and assess new payments business. If you have a strong background in traditional payment transaction processing as well as emerging payment technologies this could be your opportunity to solution and manage multiple business initiatives with partner clients.

### **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

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### **Senior Business Analyst – FinTech**

If you are talented today and want to become even smarter and more creative, this could be your opportunity to be part of a team that values personal growth along with company strength and performance. As part of this well established, 20 year FinTech firm, you will work with cross functional teams to define, design, and create the business requirement documentation and work with the Technology Team to build the solutions. Your ability to communicate and brainstorm with the development teams in an Agile environment – along with your insatiable thirst for knowledge – will help you succeed as you continually search for and adopt new tools and methods to stay ahead of the competition.

## **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**

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### **Business Development – Cross Border Payouts**

This is your chance to join an entrepreneurial company with double digit growth for the past six years. Your hunter-sales mentality will allow you to succeed with an Online Cross Border Money Transfer company that provides a global payments network covering 88% of the world's population (6.3 billion people) across 120+ countries in the Americas, Asia, Africa, Europe and Australia. You will, also, have the opportunity grow sales with a major client, while you cultivate new sales. This established global corporation - with the dynamic environment of a start-up - employs more than 600 people world-wide with a drive to provide a smarter way to move money from Point A to B anywhere in the world by working closely with hundreds of bank partners. Your proven experience working with C-level executives at top tier companies will leverage this proprietary network on a global scale and allow for unparalleled success.

### **Head of Prepaid – Operations and Strategy**

Imagine yourself leading a team committed to innovation and growth. As Head of Prepaid for this bank, you will be responsible for operational day-to-day control and set the strategy to scale its prepaid platform and portfolio for record growth. Your proven experience in driving profitability will be invaluable as you direct both the public sector and corporate portfolios to grow revenue quickly, implement operational controls, establish competitive pricing, and optimize the cost base. Your demonstrated ability in strong client outreach will be critical as you identify opportunities for automation of cardholder mobile services and lead the migration of call center operations to a newly selected vendor.

### **Sales and Account Manager – FinTech SaaS OCR and Imaging**

If you are a technically savvy, Sales Person and Account Manager with experience selling document management and process improvement software to Tier 1 Banks, this could be the job for you. As a developer of specialized and highly intelligent software tools, this company is one of the pioneers in artificial intelligence applications including handwriting recognition and document management. Software sales experience with a consultative sales mindset is an ideal background for the true Hunter Sales People who have consistently produced over quota.

### **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

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## 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

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### Credit Risk EVP – Credit Card Startup

This is your opportunity to be a key member of the management team in a FinTech startup. As the first Credit Risk leader at the company, you will personally oversee consumer credit and portfolio management policies, procedures, standards and processes to ensure portfolio performance objectives are achieved and risk is appropriately mitigated. You will be responsible for the attainment of lending objectives and the overall direction of credit operations, including individual loan and portfolio quality. You will join a team with a successful track record in retail financial services, chart-topping mobile apps, and disruptive technology startups. This is your opportunity to launch a new company and product in the marketplace and create future value in equity through your hard work and success.

### Credit Risk Management Strategy Director – Credit Cards

Are you a data and analytics guru? If so, this is your opportunity to create effective risk management programs and processes and be the voice to drive profitability strategies across commercial and consumer credit card lines of business. As the credit card Risk Management Strategy Director you will serve as 1<sup>st</sup> line oversight for managing all credit risk related to the consumer and small business credit card product portfolios. In this role you will hire and manage a team of five colleagues and collaborate with key business partners in Product Development and Management, Credit Administration, Compliance, etc. to drive the overall credit card risk management strategies throughout the credit lifecycle, from acquisition credit policy and underwriting to portfolio management and optimization, adaptive controls, and collections. Lend your voice to balance profitable growth strategies within credit restrictions.

### 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.

**Thank you for your interest!**

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

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