



Jobs Presented by:

R&P Group
Payment Industry Recruiting Specialists
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Current Searches

Group Product Manager – International Payments Innovation

Are you a Payment Industry athlete - the type of person who understands payments from the customer viewpoint and who knows the technology, economics, and analytics of the industry? If you are a person who is looking to be innovative who loves and has deep knowledge of the payments industry but are looking for something faster, this is an amazing opportunity. You have the chance to run all product development and management for a global payment division of one of the largest companies in the world, one of the most trusted names on the Internet.

Product Development Executive – Prepaid Product Acquisition or Retention – Move into Prepaid

Ready for your next career step? For the right credit card person, with a strong card acquisition or retention background, this is your chance to expand your career into the hottest segment of payments – Prepaid and Mobile products. Plus, you will work with a team of skilled, educated, and driven industry leaders at a company that is established and successful.

AVP Product Management – Commercial Card Products

Grow the Commercial Card Product Line with a focus on large accounts for this leader in card processing. Manage the commercial and fleet-card product development, enhancements, and pricing to achieve the double-digit growth potential. If you have creativity and empathy and enjoy a fast pace of work this may be the next step in your career. You will be able to identify and develop opportunities for product growth and product enhancements and manage vendor relationships including contracts, negotiations, and service levels along with a variety of other Product Management functions.

Interactive Marketing Director – Prepaid and Emerging Payments

Make a difference as one of the first 10 people in a rapidly growing Prepaid Card division of a major corporation. You will play a vital role as you grow the business by optimizing

- 1) Web acquisition and enrollment sites,
- 2) drive-to-web initiatives, including SEO, SEM, and social media,
- 3) customer engagement through proactive communication and web servicing to drive key behaviors and product life, and
- 4) mobile, SMS, and other e-acquisition and e-servicing capabilities.

The ultimate objective of the role is to drive customer acquisition, usage and loyalty behaviors, allowing the businesses to achieve sales and profit targets.

Product Manager – Emerging Payments

Get on the industry's leading edge as the Product Manager for Emerging EFT Products. Save Merchants and Other Partners interchange fees while providing products that make sense to consumers. You will build and manage partnerships to provide a growing suite of products. This can be your step into P&L level responsibility.

Sales Manager – Alternative Payment Product eCommerce

As more and more consumers are searching for a trusted alternative payment option for online purchases, you have the chance to be the first Business Development person for this new payment option. You will work with the major eTailers to sell and ensure website adoption. The successful person in this job will be positioned for a leadership role in the future new division.

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

Recently Filled Jobs

Successful Hires Recruited & Placed by R&P Group

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CEO - Prepaid Cards

Yes, a once in a lifetime opportunity to create a Prepaid Card Program Management Company. Capital has already been secured. One of the investors, an Internet Lending Company, has customers and most importantly proven analytics and expertise in subprime scoring that will result in significantly lower customer acquisition costs. This is your chance to create a new company and build a dream team.

SVP Marketing Integration & Strategic Intelligence – Consumer Financial Products

Help deliver unique consumer financial products and services to help consumers and small business manage their finances. For a variety of products and services including check cashing, money orders, money transfers, in-person and online bill payment, credit cards, prepaid cards, and ATM services, you will serve as the overall business leader. Responsible for developing integrated product strategies, product launches, and multi-channel positioning in support of the business. As the leader of strategic intelligence, you will also have responsibility for uncovering actionable strategic insights about the business lines and the customers while unearthing potential "white space" opportunities to exploit through the use of quantitative marketing analysis.

VP Sales - Agent Bank Debit Cards and EFT Processing

This company's service, reputation, fraud control, partnerships and team help their Sales Team win sales from the competition every day. All types of people work well for this manager who does not micro manage. This job is for the person who is ready to brainstorm, strategize and go out and sell. You will be successful if you are independent, a self starter, and a person who likes to pick up the phone and make calls that produce results.

VP Operations - Prepaid, Credit, and Debit Cards Production and Fulfillment

Card personalization, printing, issuing and fulfillment have changed significantly and continue to evolve. Card issuers now have the ability to offer their Prepaid, Credit and Debit customers personalized, on-demand cards that the customers enjoy using and use more often. As VP of Operations you have the opportunity to work for an established company as they move into Network Branded Card Production and Fulfillment. You will manage the production facility to create, digitally print, and mail Network Branded Cards, Private Label Cards and even personalized Greeting Cards in which to send the cards.

VP Regional Sales Manager - Prepaid Cards

This exciting Leader in Debit Card Solutions has an opportunity for an experienced "walk-through-walls" type of sales person. Your hunting skills in this growth-oriented industry will allow you to work with Fortune 1000 company executives in finance, accounting, treasury, and HR to sell payroll cards and prepaid debit cards solutions. This is a market that is expanding at a rate of 35% per year.

VP National Sales - Debit Cards and ATM Processing

Work virtual in the Northern US Territory with the largest and strongest Debit Cards and ATM ISOs to sell processing solutions. Your outgoing personality plus the ability to command attention and quickly instill confidence to earn respect will be the key to your success. This job is with a strong, established company that puts no cap on their Sales Teams.

VP - Sales Manager Property Management Merchant Payment Processing

For the person who has successfully energized, built, and enhanced a sales team, this is your opportunity to make a difference and be recognized at one of the largest Payments Companies in the world. As Sales Manager, you will get to work with the Property Management Industry as well as expand into other verticals, to offer C2B payment options for renters. With a successful track record of turning around and building sales teams you will develop and execute strategies and tactics to attain sales revenue, sales channel penetration and expense objectives. With your industry background in Payments, you will also oversee the retention and profitable growth of existing integrated partners and channels.

Senior Director Payment Technology & Innovation – Credit Cards and Prepaid Cards

Work for a division of a large international company to lead and coordinate innovation and emerging technology to support continued substantial growth for their Financial Services and Payment Products. As the overall business leader, you will coordinate and optimize initiatives that require integration with the Corporate Innovations Division as well as the Information Technology Division. As Director, you will work closely with the company leadership team, product managers, and other interdepartmental teams to drive and advance disruptive product, service, and technology development initiatives that sustain the company's leadership. As subject matter expert for emerging financial technology, you will have broad responsibility to stay abreast of and deliver insight on the capabilities, trends, and participants in the financial technology landscape.

Senior Director Prepaid Operations Fraud Management

With a significant client base of online lending consumers, our investors and Client Company have invested significant money to create a Prepaid Card Division. A multi million dollar Marketing Budget is in place to launch a new Prepaid Card Brand in February 2010. This is your chance to work with well-known industry leaders as you help create a successful Operations, Fraud, and Compliance Team for this soon to be leading Prepaid Brand. As Senior Director (possibly Vice President) of Prepaid Operations, Fraud, and Compliance you will create, implement, and test the Company's Prepaid Compliance Program and manage the Company's relationship with all industry partners and vendors. This position will report to the CEO, President. This is a chance to use your knowledge of Visa and MasterCard Prepaid Association rules and regulations and to stay on top of the state and federal regulations.

Director Sales Call Center Services – Credit Cards and Prepaid Cards

Be virtual. No reason to move for this opportunity. A privately held 9+ year old company has capacity to expand their 365/24/7 call centers by about 1000 seats. Sell the opportunity to bring jobs back to the US to issuing banks, processors, and program managers.

Director Partner Acquisition & Management – Prepaid Card

A new and exciting GPR Prepaid Card Product Suite is coming to your neighborhood. If you are a versatile star, you can be a key team member as you secure profitable partnerships with retail, financial, and professional distribution channels. In addition to sourcing and negotiating the business, you will continue to work with the partners through implementation and beyond to maximize and optimize the programs with each partner within each channel.

Manager Business Development - Prepaid Incentive, Rebate, and Gift Cards

This is a chance to work for one of the leading Prepaid Card Brands to manage and grow partnerships and large-scale initiatives that result in increased Prepaid Card volume and revenue. You will use your relationship building and marketing skills to develop and implement strategic marketing plans with key customers that result in increased market share and achieve a high level of customer satisfaction. Be a part of a company that is committed to being the best partner for their key clients as the person who delivers on this promise. This is a high profile, self-driven opportunity for you to truly contribute to top line Prepaid Card growth.

Project Management & Analytics Manager – Prepaid Card

Be part of the entrepreneurial team that will grow and enhance this well-known brand's new Prepaid Card Division. As Project Management & Analytics Manager, you will work to implement project plans in a quickly changing timeline critical environment for multiple work streams. You will be successful because you develop strong relationships with internal and external partners to provide pro-active project management execution and monitoring for all Prepaid products and services. And you will use your analytic skills as you assist in monthly and ad-hoc financial planning, forecasting and analysis. This job will move you to the "greatest city in the world," New York.

Client Relationship Manager - Commercial e-Payments (3 Regions)

Be a part of one of the fastest growing Commercial e-Payment companies. Manage the client relationship for mid-sized accounts after implementation to promote cross sales and maintain customer loyalty. This is a strong well-established company with significant loyalty from both customers and employees.

Sales & Marketing Mastermind - Student Motivation

All great companies started with just a few people. This is your chance to help build a company and help children! Founded by a PhD and expert in the field of motivation in the academic and business worlds the company's flagship product has already been purchased by 13 school districts. As Sales and Marketing Mastermind, you will determine and execute the best methods to help schools learn about the product so they can purchase it and deliver it to their students.

VP Business Development Director – Prepaid Debit Cards

As a direct report to the CEO of the leading Check Cashing and Financial Services company you will expand, develop, and launch additional profitable products and services and lead Prepaid and ATM business development and other emerging payment opportunities. Create and implement loyalty programs with preferred customer cardholders and evolve the current Prepaid offerings to the next level as Director/VP of Business Development while you build a team to train in-store tellers and managers to ensure profitable product success and meet customer market needs.

VP Business Line Manager – Merchant Processing

A chance to really create and build something. As a Senior Executive within a healthy, top regional Bank, you will manage and direct the Commercial Products Merchant Business with 45+ employees (sales team, relationship team, customer service and on-boarding). P&L management: \$20+MM in revenue and \$11+MM in expense. This is a great opportunity to work with a team who has a track record of accomplishing amazing things.

Professional Sales Fortune 1000 – Incentive and Reward Prepaid Card Solutions

Sell to and manage relationships and account growth at the C-level in Sales, Marketing, and Human Resources Departments of Fortune 1000 companies within your regional territory. Products include card solutions for sales incentives; consumer promotions, rewards, and rebates; and employee reward and recognition programs. The position is a happy combination of both sales and relationship management with the 3-pronged strategy of retention (20%), penetration (40%) and acquisition (40%). If you enjoy the long-term relationship of a consultative, strategic approach to selling solutions and excel at this job, you will achieve significant unlimited financial rewards.

National Sales Manager - Prepaid Debit Cards

You have a chance to work with a fast growing prepaid company located in the greater Philadelphia area to design and execute a market sales penetration plan in select verticals. The product line includes Prepaid Cards with a focus on Network Branded Prepaid Cards and Private Label Debit Cards. This is an exceptional opportunity for a true sales-oriented person who is ready to be a key player in a first round funded growth company. Are you ready to personally create something extraordinary?

Client Relationship Manager - ePayments and Commercial Cards

Be a part one of the fastest growing commercial card and e-Payment companies. Manage mid size accounts after implementation to promote cross-sales and maintain customer loyalty as you ask, listen and solve.

Past Assignments
by R&P Group
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- CEO - Prepaid Cards
- CEO - Mobile Payments
- CIO - POS Equipment & Software
- COO - Card Rewards
- CPO - International Dynamic Currency Exchange
- Consulting Firm Practice Manager - Card Payment and Electronic Transaction Industry
- Consultant Risk Management - Consumer Finance
- SVP Product Manager - Prepaid Cards
- SVP National Sales Manager - Merchant Acceptance
- VP Call Center Executive - Credit Card Operations
- VP Call Center Operations Site Leader - Private Label Cards
- VP Client Services Loyalty Marketing - Loyalty Cards & Rewards
- VP Corporate Card Product Development - T&E Cards
- VP Credit Portfolio Risk Management - Small Consumer Loans
- VP Debit Card Product Development - Debit Cards
- VP International Expansion Manager - Commercial Cards and Purchasing Cards
- VP Product Development - Debit Cards
- VP Sales Card Customization Software - All Cards
- VP Sales Country Manager Canada - Prepaid Cards
- VP Sales - Prepaid Cards
- VP Sales, Western Region - Commercial Cards and Purchasing Cards
- VP Senior Software Developer - POS Equipment and Software
- VP Smart Card Standards - Smart Cards
- VP Software Development - Financial Transactions
- VP Strategic Initiatives, Six Sigma Master Black Belt - Consumer Cards
- AVP Analytics and Risk Manager - Credit Cards
- Sr Director - Transaction Services Operations Center - eMoney Transfer and Prepaid Card Processing
- Director AML Compliance Agent Oversight - International Money Transfer
- Director Business Account Development - Prepaid Debit Cards and Stored Value Cards
- Director Retention Marketing - Prepaid Cards
- Director Client Sales Manager - Private Label Cards
- Director Compliance - International Money Transfer, e-Gift Certificates, and e-Bill Payments
- Director Loss Prevention, Compliance AML - International Money Transfer
- Director Product Development - Mobile Commerce
- Director National Accounts - Commercial Cards, Corporate Cards, Purchasing Cards
- Director National Sales - Prepaid Payroll Cards
- Director Marketing Prepaid Cards
- Director Product Remittance - International Money Transfer
- Director Prepaid Card Network Technical Release Specialist - Card Processor Issuing
- Director Dealer Financing Sales and Marketing - Private Label Cards, Consumer Finance
- Director Sales e-Commerce - Dynamic Currency Exchange
- Senior Business Leader, Prepaid Product Development, Americas - Prepaid Cards
- Manager Business Development - Agriculture & Construction Equipment Financing
- Manager Client Relationship - ePayments & Commercial Cards
- Manager Customer Insights - Cobrand Cards
- Manager Marketing Acquisitions - Prepaid Cards
- Manager Regional Sales - Merchant Acquiring
- Business Leader, Product Sales - Debit Cards
- Manager OEM Sales - Commercial Dealer Finance and Private Label Cards

- Manager Credit Card Analytics - Auto Finance
- Credit Card Specialist - Retail Cards
- Knowledge Specialist - Card Payments
- Marketing Analyst, Statistician - Credit Cards
- Merchant Bankcard Sales Representative - Merchant Payment Processing
- Regional Sales Representative - Commercial Cards and Purchasing Cards
- Sales Executives - Commercial Cards and Purchasing Cards
- Sales Executive - Prepaid Payroll Cards
- Senior Account Manager - Commercial Cards and Purchasing Cards
- Senior Operations & Data Mining Analyst - Prepaid Cards
- Six Sigma Black Belt - Credit Cards