

# Current Opportunities

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## Consulting

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### **Senior Manager Financial Institution Consulting – Financial Services Technology**

Join this international consulting firm and help transform leading financial institutions local to you that serve communities worldwide. Your opportunity to grow and advance in your career through large scale client engagements is unparalleled with this firm's extensive capabilities and the effective way in which they operate, collaborate and deliver value. This is your opportunity to deliver innovative solutions as the next step in 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. If you would enjoy being the trusted high-level technology advisor to the C-suite, this may be an attractive role for you to consider.

### **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.

## Product Management and Product Development

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### **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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### **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.

# 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.

## **Manager Operations, Chargebacks – Multinational Operations Outsourcing**

This is an opportunity for you to develop, manage and grow all chargeback and dispute operations at an entrepreneurial company with deep expertise in the payments and digital commerce space. Founded in 2012, this rapidly growing business already works with many of the major players in the industry and offers innovative customer experience, technology and risk management solutions. Managed by a group of payments experts with a successful track record in building startups, this multinational outsourcing organization is poised for takeoff. If you have a strong operations background, a solid working knowledge of Reg. E and network chargebacks, and the desire to build processes and procedures in a growing company, this could be right for you.

## **Sales & Relationship Management**

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### **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. (3 Jobs in 3 US Territories)

## **Risk, Compliance, Credit, Fraud**

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### **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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