

# Current Opportunities

July 14, 2017



## Product Management and Product Development

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### **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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## **VP – Global Account Management**

You can be part of a building and expanding “best in class” Account Management organization. As VP, you will lead the strategic management, retention, revenue and relationship development of existing clients and partners and direct the Global Account Management team to deliver exceptional service to established clients. You will identify and lead the team to develop broad and deep relationships with the right decision makers and influencers to enhance service offerings to customers. Your success in key account planning will ensure that needs and expectations are met by the business and the core metrics that define success. If you’re someone who is looking for a fast-paced, challenging environment where you can make an integral impact on a growing global organization, this role could be for you.

## **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.

## **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.

## **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

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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 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.

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## Thank you for your interest!

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

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