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Manager, Account Management

Description

The Regional Acquirer Account Management and Business Development function oversees the development and expansion of acceptance and acquiring including management of key AP acquiring relationships from business development (e.g. acceptance growth, value-add products and services) and operational perspective (e.g. franchise, product delivery). This role will focus specifically on Regional account development for fintech acquirer partners.

Responsibilities

- Responsible for setting sales strategy as it relates to Regional customer accounts – aligned with geography strategy and achieving sales goals that drive market share, volume, and revenue growth
- Leads and manages AP multi-market fintech customer relationships and works to identify opportunities and customer needs
- Partners with customers to deliver customized solutions and comprehensive consulting support
- Responsible for pipeline management at the account level
- Drives the achievement of sales and net revenue targets
- Supports analysis of customer's business through profitability modeling, financial forecasting, and competitive analysis
- Designs strategies, messaging, and proposals for customers
- Owns the management of key customer relationships at peer levels
- Collaborates with the account team and customers to plan, execute and monitor progress against annual business plans
- Works with internal division/local market colleagues across the Region where the accounts are operating
- Assists in Regional/local market projects and cross-functional initiatives

Qualifications

- Deep knowledge of acquiring and 5+ years experience working in Fintech companies
- Comprehensive experience executing and managing acquirer/merchant sales strategies for medium-sized Regional accounts
- Strong financial acumen (finance qualifications preferred), with working knowledge of data analysis tools and specialized data sources
- Consistently delivered thoughtful market and business analysis for customer accounts
- Demonstrated knowledge and proactive interest in the evolution of the Regional payments industry and the dynamic role of fintech

Hiring organization

Mastercard

Mastercard is a global technology company in the payments industry. Its mission is to connect and power an inclusive, digital economy that benefits everyone, everywhere by making transactions safe, simple, smart and accessible. Using secure data and networks, partnerships and passion, innovations and solutions help individuals, financial institutions, governments and businesses realize their greatest potential. Mastercard's decency quotient, or DQ, drives our culture and everything they do inside and outside of the company. With connections across more than 210 countries and territories, Mastercard is building a sustainable world that unlocks priceless possibilities for all.

Employment Type

Full-time

Job Location

Singapore

Date posted

June 23, 2022

APPLY