



<https://fintechnews.sg/job/senior-director-global-digital-partnerships-asia-pacific-at-visa/>

## Senior Director, Global Digital Partnerships, Asia Pacific

### Description

Visa's Digital and Fintech Partnerships team is a client facing organization that sets Visa's public digital narrative, develops commercial partnerships with industry leading brands, and manages the ongoing engagement with large and small Fintech players across the region.

The team are responsible for managing the commercial relationships with some of Visa's most complex and highest growth partners, as well as developing the fintech sales narrative, tools, packaged programs and commercial support required to ensure Visa are the partner of choice for all Fintechs across Asia Pacific.

### Responsibilities

Based in Singapore, the Senior Director will work closely with stakeholders across the business (Acceptance, CyberSource, Risk, Finance, Product and Marketing, as well as in-market teams), to grow the relationship with Visa's global digital partners. This includes executing partnership agreements that are typically highly complex, strategic and cross-functional in nature.

- Lead a team of 5 account executives (Director, Manager and Analyst level positions) responsible for the day-to-day execution of account plan activities.
- Manage executive relationships, ensuring client management disciplines are applied
- Identify commercial risks and opportunities relating to these partnerships
- Delivery growth outcomes for the portfolio of partners, including market and product expansion.

### Qualifications

The successful candidate will be an experienced business development professional and fintech sector expert, capable of developing and managing Visa's key strategic relationships with major commerce ecosystems in the Asia Pacific region.

- Deep expertise in the payments industry
- Demonstrated experience leading complex, commercial partnerships, ideally in the digital or fintech domain
- Proven ability leading sales and account management teams to deepen client relationships
- Experience working across multiple markets in the Asia Pacific region.
- 15+ years relevant industry experience with a minimum of 10+ years of progressive experience in the sector, with related business development or strategy consulting roles

### Hiring organization

VISA

Visa (NYSE: V) is a world leader in digital payments, facilitating transactions between consumers, merchants, financial institutions and government entities across more than 200 countries and territories. Our purpose is to uplift everyone, everywhere by being the best way to pay and be paid.

### Employment Type

Full-time

### Job Location

Singapore, Singapore

### Date posted

November 14, 2022

APPLY