



Managing Director, European Payments Division

Location - UK

Background

eWise is a payments and online financial management solutions provider with a reputation for providing innovative solutions that make transacting online easier and more secure.

eWise offices in US, UK, China and Australia support some of the world's top 50 financial institutions with solutions delivering outstanding, proven ROI for its customers and a better online experience for millions of end-users worldwide.

eWise is partnering with VocaLink in the United Kingdom to launch a new OBeP (Online Banking enabled Payments) network. This bank participating payment network leverages a banks online banking, general ledger and Faster Payments settlement services to offer consumers an easy, safe and secure payment option whilst at the same time providing merchants with a cost effective payment mechanism with guaranteed payments and no chargebacks.

eWise has partnered with NACHA, the US electronic payments organization responsible for the ACH network, to launch an OBeP network in the United States under the name of Secure Vault Payments (SVP). The network has established itself in the online payments space for e-commerce, online utility bill payments, tuition payments and payments to government, with a total market value in excess of \$1.5 trillion.

eWise is also the founding member of the ICPNO, a payments council conceived to establish rules and standards to allow global interoperability of OBeP networks around the world. Existing members include: iDEAL, giropay, Interac Online and Secure Vault Payments.

Summary

eWise is looking for an individual with a comprehensive background in the payments industry. The candidate must have detailed knowledge of competing payments systems, a wide range of industry contacts and the capability to build a successful team around them. The initial focus is bringing the product to market then building out the network with additional participants and driving growth in transaction volumes.

Responsibilities

1. Work under the direction of the eWise Executive Vice President – Payments Systems.
2. Complete the product “go to market strategy” phase.
3. Develop a sales strategy to actively pursue sales to new clients, both banks and merchants.
4. Plan, coordinate and facilitate sales plans, including client visits, product roll-outs, marketing initiatives, conferences, and demonstrations in collaboration with Marketing.
5. Serve as liaison between eWise and the payment industry executives, operations managers and directors.
6. Build communication and coordination efforts with clients, client managers, conversions, production support and product owners to effectively introduce, sell and implement the payment network.
7. Understand and facilitate eWise corporate goals and strategies to meet departmental goals and sales directives.
8. Negotiate deal points and contract issues with all involved parties (clients, attorneys, product owners, vendors, etc.) to achieve optimal results. Work with Senior or Executive Sales Management and other members of the sales team to develop and sell the business terms and conditions, pricing, and other contractual terms for each prospective customer.
9. Work with vendor sales executives to coordinate product launches, sales efforts, pricing, and contract negotiations to promote the payment network with our partners.
10. Prospect and identify clients and products effectively to determine the opportunities that represent the most revenue and benefit for the payment network.
11. Work with marketing team in the development of presentations, collateral material and communication tools to support marketing efforts
12. Participate in the planning, coordination and facilitation of client conferences to include breakout sessions, product presentations and discussions.
13. Develop and maintain strategic relationships with key executives and decision makers within client organizations.
14. Stay abreast of industry trends and competitive products in order to strategically identify and target sales opportunities.

Education and Experience

Four year university/college degree and 8+ years professional sales experience, or 10+ years professional sales experience is required without a four year college degree. Previous management experience is required for leadership and previous experience managing teams or projects is required for matrix management. Experience in selling High Technology services in the payments or financial services industry is preferred. Experience in Payment Gateways, Financial Institution Platform Technology and Merchant Technology preferred.

Competencies and Skills

1. Understands the clients' business and collaborates with the clients to meet their objectives
2. Works well in a fast-paced, high pressured environment with irregular hours
3. Travel as required
4. Possesses and applies functional business and/or industry knowledge to the development of business opportunities and solution of problems
5. Analyzes moderately complex information for problem resolution
6. Influences and motivates others, often involving competing priorities and limited resources
7. Possesses extensive sales, presentation, project management, product marketing and negotiation skills
8. Possesses strong relationship management, communication, and decision making skills
9. Possesses excellent attention to detail, including follow-up, analytical, and problem solving skills.
10. Possesses advanced industry knowledge
11. Maintains focus on delivery of results in line with sales targets

Compensation

The successful candidate will be rewarded with a salary commensurate with the position and responsibilities.

Please email your application to jobs@ewise.com