

Argentina Jobs Expertini®

Director - Merchant & Acquirer Solutions

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Company: Visa

Location: Buenos Aires

Category: other-general

Job Description

The Director - Merchant & Acquirer SOUTH CONE is a proven leader and subject matter expert in Merchant and Acquirer solutions. She / he will DRIVE the way Visa adds value to merchants and acquirers in SOUTH CONE. Also, she / he will be a key member of the leadership team of the Merchant & Acquirer Solutions in Latin American (LAC) and will oversee CyberSource Strategy, Sales Engineering, Risk and Support functions in SOUTH CONE.

The position leads a key role in the Merchant/Acquirer organization. She / he will be the key point of contact with local and global teams involved in developing products and solutions for merchants and acquirers and will add in depth market knowledge to assure solutions developed fits to local conditions and client needs in the SOUTH CONE markets.

She / he and her / his team will provide technical sales support for local Merchant and Acquirer Sales teams, leading to the implementation of a meaningful and diverse portfolio of products and services to merchants and acquirers in SOUTH CONE. These products and solutions include the use and adoption of digital payments, fraud & security, payment gateway, acquirer processing, loyalty and data analytics solutions. This portfolio will combine CyberSource and Visa products, solutions and capabilities, with others from 3rd party players.

KEY RESPONSIBILITIES

Take the lead role in creating and/or amending SOUTH CONE's go to market' plans for

merchant and acquirer-related solutions. Participate in the commercialization process for new launches including further solution design, pricing, packaging and develop criteria/operational processes for piloting new launches where appropriate.

Direct responsibility for the CyberSource & Acceptance Solutions in SOUTH CONE products, solutions, and revenues.

Lead the Merchant & Acquirer Solutions team in SOUTH CONE, managing and leading a group of professionals (direct and / or indirect reports).

Lead solution deployment efforts that best address customer needs in the acceptance ecosystem.

Collaborate & partner with the Global leader for Sales Engineering & Delivery to drive optimized and efficient sales engineering & delivery capability to drive scale and repeatability.

Partner and share ideas, knowledge, and expertise with regional Sales Engineering leaders globally to drive a standardized approach to solution deployment through artefacts & a demo led culture.

Identify, develop, and implement solutions to enable new acceptance and Visa acquirer processing opportunities, through new point of sale technologies and digital innovation.

Collaborate closely with Local & Regional Product, Client Services & Risk teams to ensure the country's requirements and characteristics are clearly understood and addressed in the development of products and solutions.

Have a deep understanding of the product and regulatory requirements on each country of the cluster, so that Visa can successfully roll-out or develop solutions within the cluster.

Become a trusted advisor with clients by deeply understanding their business and aligning their needs to our solutions.

Create and manage partnerships to facilitate and accelerate the implementation of solutions with Enablers and Tech Partnerships.

Develop insights and recommendations into the opportunities and challenges of the

SOUTH CONE Payment Market, articulate them appropriately and work across teams to develop solutions and products, which address those opportunities in a profitable way.

This position will be a part Visa LAC's Merchant Solutions regional leadership team, and expected to play an active role in the regional Acceptance Solutions product development practices and organizations

This is a hybrid position. Hybrid employees can alternate time between both remote and office. Employees in hybrid roles are expected to work from the office 2-3 set days a week (determined by leadership/site), with a general guidepost of being in the office 50% or more of the time based on business needs

Qualifications

Basic Qualifications:

10 or more years of work experience with a Bachelor's Degree or at least 8 years of work experience with an Advanced Degree (e.g. Masters/ MBA/JD/MD) or at least 3 years of work experience with a PhD

Preferred Qualifications

12 or more years of work experience with a Bachelor's Degree or 8-10 years of experience with an Advanced Degree (e.g. Masters, MBA, JD, MD) or 6+ years of work experience with a PhD

Graduate, MBA preferred.

15+ years of professional experience, with a strong component of Product Management and Consultative Selling environment.

Experience in payments and acceptance technology is required. Deep knowledge on acquirer / merchant products (e.g. gateway, processing and risk solutions) is required. Cards Acquirer, payment gateway or payment facilitator experience is highly desirable.

Strong leadership capability with proven success in managing people and teams (including senior contributors and direct / indirect teams) and ability to operate, and collaborate across functions

Experience driving merchant / acquiring solutions within the SOUTH CONE region – preferred

Results driven and hands on. Highly client oriented. Strong influential skills at multiple levels, including Executive / C-level Strong interpersonal and relationship skills Drive, enthusiasm and creativity are key attributes.

Highly organized with exposure of project / program management. Solid strategic thinking and execution capabilities. Solves a range of complex commercial, solution, and organizational problems

Fluent in English and Spanish. Availability to travel up to 20% of time (domestically and internationally).

Additional Information

Visa is an EEO Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status. Visa will also consider for employment qualified applicants with criminal histories in a manner consistent with EEOC guidelines and applicable local law.

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