

## Visa Government Solutions Sales Director - South Cone Region

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Company: Visa

Location: Buenos Aires

Category: other-general

### Job Description

#### **Job Description and Responsibilities:**

Visa is seeking an experienced payment professional to join the Visa Government Solutions team as a Sales Director. The successful candidate will have the following responsibilities,

Expand and deepen our public sector sales strategy and delivery in the region, including developing a list of prioritized client and solution opportunities.

Identify and execute commercial opportunities in government led projects that focus on government payment flows, data and other government growth priorities, with the objective of establishing a strategic footprint and/or develop new business flows for Visa

Identify and engage potential partners in the form of issuers, acquirers, program managers, processors, fintechs and other enablers who will strengthen our government solution propositions

Develop and execute sales strategies / account plans to increase sales volume and market share and expand product category visibility

Develop innovative strategies and solutions in collaboration with Visa cross-functional teams to address challenges and requests from government clients.

Work closely with internal stakeholders including the Government Engagement team to strengthen our relationship with key public sector stakeholders, align on our government outreach strategy and targets, approach to educating decision makers and influencers on how Visa can support

Partner with our marketing and communication teams to position Visa as a leader in the payments industry and a resource for government agencies

Provide ongoing support of RFP response and commercial deals in collaboration with cross-functional teams

Continuously review market landscape and recommend, develop, and implement new creative approaches to growing the Visa business

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 guideline 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
- 10+ years' experience in government/ state-owned enterprise/ public sector sales management, with expertise in payments/ financial services industry managing complex deals and sales
- Active network in the public sector across the South Cone (Argentina, Chile, Uruguay, Paraguay & Bolivia) public sector.
- 5+ years of experience in the Payments industry
- Robust understanding of how public sector sales and public agencies operate with deep expertise in navigating government agencies and procedures, including government procurement and public sector contracting vehicles

- Very strong collaboration and relationship skills required to balance the need to both navigate and serve external client and partner requirements, whilst leading cross-functional teams in internal solution development and go-to-market strategy
- Strong business development and consultative sales experience, with the ability to share with a wide range of stakeholders on Visa's capabilities and produce business cases
- Understand payment flows between Governments, Governments and businesses, Government and citizens.
- Strong financial acumen and outcome oriented
- Ability to negotiate business agreements whilst enhancing existing and new relationships
- Fluent in English and Spanish
- Prior sales and consulting experience servicing government clients and projects
- Specialist public sector payments infrastructure expertise is a plus
- Solutions-focused mindset
- Interest in emerging topics such as central bank digital currencies, open data/open banking, sustainability
- Experience in effectively creating and confidently delivering presentations to senior stakeholders with strong written and oral communication.

#### 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)

#### 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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