



MANAGER, NEW ALTERNATIVE FORMS OF PAYMENT SALES

**** May be based anywhere within the United Kingdom ****

UATP is the low cost payment network privately owned by the world's airlines. A modern payment system, UATP is the preferred form of payment for corporate travel in large international companies and small local companies worldwide.

UATP has diversified its product offerings beyond its core corporate charge card business. UATP's Alternative Forms of Payment (AFP) processing initiative helps connect airlines to online payment brands such as Alipay and PayPal. This is an exciting new opportunity to use your skills, knowledge, and enthusiasm to help the company grow this side of the business. If you think outside the box, and are creative and innovative, please read further.

POSITION SUMMARY

Located in the UK, this position serves as the lead UATP representative to market and sell UATP's AFP Solution to the UATP Merchant base in the EMEA region. Identifies and successfully recruits new prospects for AFP programs. Participates in strategic global partnership initiatives with new and emerging forms of payment. This position reports to the Vice President, Alternate Forms of Payment.

DUTIES & RESPONSIBILITIES

- Serve as lead commercial representative to market and sell UATP's AFP Solution to the existing UATP Merchant base in the EMEA region.
- Develop and maintain relationships with key individuals and decision makers within assigned strategic accounts.
- Conduct AFP workshops and one-on-one meetings with existing Merchant base.
- Assist in promoting AFP partnerships at conferences.
- Analyze payment and market share data.

QUALIFICATIONS

- Bachelor's degree in finance or another business-related discipline or comparable work experience. Advanced degree is preferred.
- Two to five years of sales experience that includes proposal development, solution design, value quantification, capabilities demonstration via product demos, negotiating and closing deals.
- At least two years of experience in project management, business case development, and presentation skills.
- Strong analytical abilities and attention to detail.
- Experience in the global credit/charge card industry and/or travel and hospitality experience preferred.
- Experience with aviation industry / technology preferred. Knowledge of Global Distribution Systems (GDS) and Payment Service Providers (PSPs).
- Knowledge of and experience in developing alternative payment methods preferred.

- Strong interdepartmental collaboration skills; ability to successfully work across departments is required.
- Fluent in English. Other language skills a plus.
- Must be able to provide proof of having the right to work in the UK.
- Ability to work in a highly independent, home-based environment with minimal supervision.
- Ability to travel overnight both domestically and internationally required, up to 50% of the time.

For consideration, please send your CV to Human.Resources@uatp.com.

UATP is headquartered in Washington, DC.

Visit our website at uatp.com.