



## **Senior Manager, Sales Implementation (Latin America)**

Independent Contractor Position / Fully remote

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.

The UATP Network consists of global airlines that issue charge cards accepted by thousands of merchants around the world for air, rail, and travel agency payments. Our Global Network Sales team promotes and expands UATP's charge card network. If you are seeking an opportunity to use your skills, knowledge, and enthusiasm to help UATP grow its charge card network, please keep reading.

As the Senior Manager of Sales Implementation in Latin America you will lead the sales effort for UATP's charge card network and assist the partner processing sales team to expand the use of alternative forms of payment in Mexico, Central America, South America, and the Caribbean. This is a fully remote, independent contractor position that reports directly to the Vice President, Global Network Sales.

### **Primary Responsibilities**

- Lead Sales efforts to recruit Merchants and Issuer parties to the Network in Mexico, Central America, South America, and the Caribbean.
- Ensure the predictable and consistent growth of newly launched and existing Issuer programs in Latin America.
- Expand the usage of UATP's alternative forms of payment in Mexico, Central America, South America, and the Caribbean.
- Manage and track internal Issuer implementation projects that involve UATP-hosted billing and reporting applications to ensure effective and consistent cross-departmental communication and efficiency.
- Assist UATP's Sales team in preparing for Issuer implementation pre-scoping meetings; facilitate the meetings occasionally.
- Attend and participate in mandatory virtual and in-person meetings and industry events.
- Travel domestically and internationally up to 40% of the time.
- Establish and maintain positive, respectful, and productive relationships with individuals inside and outside UATP.

### **Required Qualifications**

- Bachelor's degree or an equivalent combination of education and experience from which comparable knowledge and skills were acquired.

- At least five years of experience in travel payments, global credit/charge card industry, and/or travel and hospitality.
- Experience working on a highly collaborative and remote team in a home-based environment with minimal supervision.
- Fluency in English and Spanish. Brazilian-Portuguese a plus.
- Proficiency in Microsoft Outlook, Word, Excel, and PowerPoint.
- Ability and willingness to travel domestically and internationally up to 40% of the time. Trips may be overnight, week-long, and weekends.

This independent contractor position is eligible for an annual bonus in addition to base pay. The annual bonus is designed to reward your individual contributions and to share in company results. In addition, UATP provides this position with an allowance for health benefits, a remote work stipend, and paid time off for vacation, holidays, and illness.

**For consideration, please email your resume to [Human.Resources@uatp.com](mailto:Human.Resources@uatp.com).**

**Visit our website at [uatp.com](http://uatp.com).**

#### Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of staff so classified. All staff may be required to perform duties outside of their normal responsibilities from time to time, as needed.