



## **Senior Manager, Sales Implementation**

U.S.-based / 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.

### **Position Summary**

As the Senior Manager of Sales Implementation, 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. Based in the U.S., this is a fully remote position that reports to the Managing Director, North American Strategy.

### **Primary Responsibilities**

- Lead Limited Participation Issuer implementations by using project management skills.
- Provide account management to Limited Participation Issuers.
- Track Merchant recruitment and assist with Merchant implementations / onboarding from the commercial and overall project perspective.
- Ensure Merchants understand all UATP procedures and processes which include providing training as needed.
- Provide timely presentation origination that includes accurate and up-to-date data and analysis.
- Serve as follow-up resource for Sales team when it comes to action items related to the Sales lifecycle.
- Ensure the predictable and consistent growth of newly launched and existing Issuer programs.
- Expand the usage of UATP's alternative forms of payment by Merchants as a way for them to grow sales.
- 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 10% 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.
- Proficiency in Microsoft Outlook, Word, Excel, and PowerPoint.
- Eligible to work in the United States; proper documentation is required.
- Experience working on a highly collaborative and remote team in a home-based environment with minimal supervision.
- Ability and willingness to travel domestically and internationally up to 10% of the time. Trips may be overnight, week-long, and weekends.

**For consideration, please email your resume to [Human.Resources@uatp.com](mailto:Human.Resources@uatp.com).  
no later than October 1, 2021.**

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