



Senior Manager, Client Solutions

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.

UATP has diversified its product offerings beyond its core corporate charge card business. UATP's Merchant Services line of business provides enhanced payment processing services to UATP members. This is an exciting new opportunity to use your skills, knowledge, and enthusiasm to help UATP grow an entirely new line of business. If you excel at building new opportunities from the ground up, think creatively, and enjoy travel, please read further.

As the Senior Manager of Client Solutions, you will work with internal stakeholders and strategic partners to ensure the successful delivery and integration of our payment solutions. Based in the U.S., this is a fully remote position that reports to the Vice President, Business Development.

Essential Job Functions:

- Build and maintain positive, long-term relationships with clients by listening to their needs and concerns and quickly resolving issues.
- Manage implementation activities to ensure the successful delivery and integration of payment solutions.
- Support UATP's sales team with technical related queries.
- Conduct client discovery calls with sales leaders.
- Demonstrate the features of UATP's merchant acquiring services.
- Analyze data to support solution development.
- Gather and submit client risk review documentation.
- Strategize with the sales team to create customized solutions for clients.
- Create and deliver presentations on targeted products.
- Develop pricing proposals.
- Attend and participate in mandatory virtual and in-person meetings and industry events.
- Establish and maintain positive, respectful, and productive relationships with individuals inside and outside UATP.

Required Qualifications:

- Bachelor's degree or equivalent combination of education and experience from which comparable knowledge and skills may be acquired.
- Minimum 5 years of work experience in the payments/merchant acquiring industry in roles that require business development/sales related project management, delivery, and integration of

payment solutions to large enterprise clients, and customer and product support; airline industry experience is preferred.

- Knowledge of sales cycle is required.
- Strong analytical abilities and attention to detail.
- Fluency in English.
- Proficiency in Microsoft Office applications; knowledge of Microsoft Project preferred.
- Eligible to work in the United States; proper documentation is required.
- Experience working in a home-based environment with minimal supervision.
- Ability and willingness to travel domestically and internationally up to 35% of the time. Trips may be overnight, week-long, and weekends.

For consideration, please email your resume to Human.Resources@uatp.com.

Visit our website at uatp.com.