



Director, Business Development

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.

Position Summary

As the Director, Business Development, you will identify and vet new opportunities and initiatives that will deliver specific strategic and financial objectives; develop and manage relationships with strategic partners, including Fintechs, payment service providers, strategic global banking partners, and card schemes (Visa, Mastercard, China Union Pay, Amex, Discover/Diners); and achieve alignment, champion, and execute those strategic initiatives that generate mutual value to UATP, its shareholders, members, and strategic partners. Based in the U.S., this is a fully remote position that reports to the Vice President, Business Development.

Duties & Responsibilities

- Act as a central point of contact between UATP and its strategic partners.
- Develop quantitative and analytical models to support evaluation of new opportunities.
- Develop a deep understanding of UATP's strategy and partnership needs to assist in the delivery of UATP's strategic objectives.
- Manage a strategic initiatives pipeline and champion initiatives prioritization and commitment.
- Engage directly and frequently with UATP staff and the senior leadership team to achieve alignment and commitment on partnership initiatives and priorities.
- Develop a deep understanding of the partner's strategy, business, and expectations for the partnership.
- Demonstrate thought leadership around business models to facilitate partner engagement and achieve strategic objectives.
- Create and deliver presentations on targeted products.
- Manage multiple projects simultaneously; ensure each project is delivered according to client timelines and targets.
- Domestic and international travel required up to 35% of the time.
- 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.

Qualifications

- At least 8 years of leadership experience in partnership management, management consulting, and/or strategic business development, in financial services, payments or acquiring industries; airline industry is preferred.
- Bachelor's degree, or equivalent combination of education and experience from which comparable knowledge and skills were acquired.
- Experience must include negotiating business/commercial terms and customer/partner contracts; developing business cases; managing multiple agendas and priorities; analyzing data, and establishing and maintaining positive, respectful, and productive relationships with external and internal partners.
- Experience working on a highly collaborative, remote team in a home-based environment with minimal supervision.
- Ability to work with integrity, ethically, and continuously uphold organizational values.
- Fluency in English.
- Eligibility to work in the United States, and ability to provide appropriate documentation.
- Proficiency in Microsoft Outlook, Word, Excel, and PowerPoint.
- Ability and willingness to travel domestically and internationally up to 35% of the time. Trips may be overnight, week-long, and weekends.

This job posting is intended to describe the general nature and level of work to be performed by the individual assigned to this position; it is not to be construed as an exhaustive list of all responsibilities, duties, and skills required. Staff may be required to perform duties outside of their normal responsibilities as needed.

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

Visit our website at uatp.com.