



## **Manager, New AFP Sales (Asia/Pacific)**

Singapore 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 Partner Processing/Alternative Forms of Payment (AFP) Business Unit helps connect airlines to online payment brands such as PayPal and Uplift. This is an exciting new opportunity to use your skills, knowledge, and enthusiasm to help UATP grow this side of the business. If you think outside the box, and are creative and innovative, please read further.

### **Position Summary**

As the Manager, New AFP Sales, you will serve as the lead UATP representative to market and sell UATP's AFP Solution to the UATP Merchant base in Asia/Pacific region; identify and successfully recruit new prospects for AFP programs; and participate in strategic global partnership initiatives with new and emerging forms of payment. Based in Singapore, this is a fully remote position that reports to the Senior Vice President, Partner Processing.

### **Duties & Responsibilities**

- Serve as lead commercial representative to market and sell UATP's AFP Solution to the existing UATP Merchant base in the Asia/Pacific 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 identifying relevant AFP partnerships.
- Assist in promoting AFP partnerships at conferences and industry events.
- Create and deliver presentations.
- Analyze payment and market share data.
- Travel domestically and internationally up to 25% of the time.
- Attend and participate in virtual and in-person meetings and industry events.
- Establish and maintain positive, respectful, and productive relationships with individuals inside and outside UATP.

### **Minimum Qualifications**

- Bachelor's degree, or equivalent combination of education and experience from which comparable knowledge and skills were acquired.
- Experience in the global payment industry and/or airline/travel.
- At least two 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.
- Proficiency in Microsoft Outlook, Word, Excel, and PowerPoint.
- Fluency in English and Chinese (Mandarin).
- Eligibility to work in Singapore and ability to provide appropriate documentation.
- Ability to work on a highly collaborative, remote team in a home-based environment with minimal supervision.
- Ability and willingness to travel domestically and internationally up to 25% of the time. Trips may be overnight, week-long, and weekends.

**Preferred Qualifications**

- Advanced degree.
- Experience with aviation industry / technology.
- Knowledge of Global Distribution Systems (GDS) and Payment Service Providers (PSPs).
- Experience in developing alternative payment methods.
- Additional language skills.

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](mailto:Human.Resources@uatp.com).**

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