



Manager, New AFP Sales (EMEA)

U.K. 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 the EMEA 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 the U.K., this is a fully remote position that reports to the Senior Vice President, Partner Processing.

Essential Job Functions

- Serve as lead commercial representative to market and sell UATP's AFP Solution to the existing UATP Merchant base in the EMEA region.
- Develop and maintain relationships with key individuals and decision makers within assigned strategic accounts.
- Conduct AFP workshops and one-on-one meetings with the existing UATP 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.
- At least 2 years' experience in the global credit/charge card industry and/or airline/travel.
- At least 5 years of sales experience that includes proposal development, solution design, value quantification, capabilities demonstration via product demos, negotiating and closing deals.
- Strong analytical abilities and attention to detail.

- Proficiency in Microsoft Outlook, Word, Excel, and PowerPoint.
- Fluency in English.
- Eligibility to work in the U.K. 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.
- Knowledge of Global Distribution Systems (GDS) and Payment Service Providers (PSPs).
- Strong analytical abilities.
- Experience in developing alternative payment methods.
- Experience with airline technology.
- Additional language skills.

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 personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

**For consideration, please send your CV to Human.Resources@uatp.com.
Visit our website at uatp.com.**