



Senior Manager, Partner Processing

Fully remote
U.S.-based

As the Senior Manager, Partner Processing you will participate in strategic global partnership initiatives with new and emerging forms of payment, perform the technical integration of alternative forms of payment and other payment processing solutions, and work with other UATP departments to implement and support UATP payment processing solutions with Merchants. This is a fully remote, U.S.-based position that reports to the Senior Vice President, Partner Processing.

Primary Responsibilities

- Develop and maintain relationships with payment partners.
- Assist in identifying relevant payment partnerships.
- Assist in promoting payment partnerships at conferences.
- Analyze payment and market share data.
- Prepare and deliver presentations to UATP Members and partners.
- Develop integration plans for new payment processing partners.
- Implement and provide ongoing support for payment processing partners.
- Implement and provide ongoing support for alternative form of payment Merchants.
- Research, troubleshoot, and resolve UATP system issues related to payment processing.
- Identify and suggest improvements to systems and processes.
- Create and maintain user guides and standard operation procedures.
- Travel domestically and internationally up to 25% 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.

Requirements

- Bachelor's degree or comparable work experience. Advanced degree is preferred.
- At least five years of experience in project management, business case development, and presentation skills.
- At least two years of experience in the payments industry (global credit/charge card and/or alternative forms of payment) OR the travel industry (preferably airline experience.)
- Knowledge of Global Distribution Systems (GDS) and Payment Service Providers (PSPs).
- Knowledge of and experience in developing alternative payment methods preferred.
- At least two years of strategy 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 Office applications. Microsoft Project experience a plus.
- Strong interdepartmental collaboration skills; ability to successfully work across departments is required.
- Fluent in English. Other language skills a plus.
- Must be able to provide proof of having the right to work in country of residence.
- Ability to work in a highly independent, 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.

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