



Manager, Network Sales

Contract Position

Fully remote / Must reside in India

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.

The UATP Network consists of global airlines that issue charge cards accepted by thousands of merchants around the world for air, rail, and travel agency payments. Our Global Network Sales team promotes and expands UATP's charge card network. If you are seeking an opportunity to use your skills, knowledge, and enthusiasm to help UATP grow its charge card network, please keep reading.

Position Summary

As the Manager, Network Sales you will lead the sales effort for UATP's charge card network, assist the partner processing sales team to expand the use of alternative forms of payment, and the business development team to expand the use of UATPOne PSP solution. Primary region of focus includes South Asia, Middle East, and Africa. Based in India, this is a fully remote position that reports to the Managing Director, Network Sales EMEA.

Primary Responsibilities

- Support and lead sales efforts in designated markets.
- Responsible for supporting existing clients and assisting on Issuer and Merchant recruitment efforts / onboarding from the commercial and overall project perspective.
- Ensure Merchants understand all UATP procedures and processes which include providing training.
- Liaise internally with colleagues to provide timely presentation origination that includes accurate and up-to-date data and analysis.
- Serve as follow-up resource for the Network Sales team when it comes to action items related to the sales lifecycle.
- Assist UATP's Network Sales team in preparing for Issuer implementation pre-scoping meetings; facilitate the meetings occasionally.
- Support the predictable and consistent growth of newly launched and existing Issuer programs.
- Prepare and deliver presentations to UATP Members and partners.
- Support the expansion of UATP's alternative forms of payment and UATPOne PSP solution to Merchants as a way for them to grow sales.
- 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 an equivalent combination of education and experience from which comparable knowledge and skills were acquired.
- At least five years of experience in global credit/charge card industry and/or travel payments.
- Excellent sales ability, proposal development, solution design, value quantification, capabilities demonstration via product demos, strong negotiation and closing skills.
- Proven analytical ability. Must be able to translate hard numerical data into actionable insight.
- Must thrive in a consultative, team-based sales environment and be willing to work cross-departmentally.
- Experience working on a highly collaborative and remote team in a home-based environment with minimal supervision.
- Able and willing to travel domestically and internationally up to 30% of the time. Trips may be overnight, week-long, and weekends.
- Live and work in India. Must be able to provide appropriate documentation of eligibility to work in India.
- Fluent in English and Hindi; Arabic is a plus.
- Proficient in Microsoft Outlook, Word, Excel, and PowerPoint.

For consideration, please send your resume to Angie Meaux at angie.meaux@uatp.com.