



## Commercial Leader – PSP Merchant Services

Fully remote  
Global

As the Commercial Leader, you will be responsible for driving revenue growth, building strategic partnerships, and managing a high-performing sales team. Your primary focus will be on expanding UATP's merchant services business in the airline and related travel industries, driving customer acquisition, and maximizing revenue opportunities. This fully remote position supervises employees in UATP's Merchant Services business, known as *UATP One*, and reports to the CEO (located in the USA).

### Duties & Responsibilities

- Develop and implement a comprehensive business development strategy to drive revenue growth in the PSP merchant services sector.
- Identify and pursue new market opportunities and potential partnerships to expand the customer base and increase market share.
- Conduct market research and analysis to identify emerging trends, competitive landscape, and customer needs.
- Collaborate with cross-functional teams to develop innovative solutions and value propositions tailored to merchant requirements.
- Build and lead a high-performing sales team, providing guidance, coaching, and support to achieve sales targets and revenue goals.
- Develop and maintain strong relationships with key merchants, partners, and industry stakeholders to drive customer acquisition and retention.
- Lead contract negotiations and pricing discussions with merchants, ensuring profitability while meeting customer expectations.
- Monitor sales performance, track key metrics, and provide regular reports to senior management on revenue growth, market trends, and customer feedback.
- Identify and establish strategic partnerships with payment processors, acquiring banks, financial institutions, and technology providers to enhance our merchant services offerings.
- Negotiate partnership agreements, service-level agreements, and commercial terms to ensure mutually beneficial relationships and revenue generation.
- Collaborate with partners to create joint marketing initiatives, sales enablement programs, and co-branded campaigns to drive merchant acquisition and increase market visibility.
- Stay updated with industry regulations, compliance requirements, and payment industry trends affecting PSP merchant services.
- Act as the subject matter expert, representing the company at industry events, conferences, and speaking engagements.

### Qualifications

- Bachelor's degree or equivalent experience in a related field and at least 10 years of relevant experience. Compensation is commensurate with experience.
- Proven track record of success in a commercial leadership role within the PSP merchant services or payment industry.
- In-depth understanding of the merchant services landscape, payment processing, and industry trends.
- Knowledge of airline transaction processing and travel-related businesses strongly preferred.
- Strong business acumen with the ability to develop and execute strategic plans to drive revenue growth.

- Excellent sales and negotiation skills, with a demonstrated ability to close deals and build long-term relationships with key clients and partners.
- Exceptional leadership and team management abilities with a track record of building and motivating high-performing sales teams.
- Strong analytical and problem-solving skills, with the ability to analyze market data, identify trends, and make data-driven decisions.
- Excellent communication and presentation skills, with the ability to effectively convey complex concepts to both technical and non-technical audiences.
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing priorities.
- Knowledge of regulatory compliance requirements and industry standards in the payment services sector.
- Ability and willingness to travel up to 30% of the time, domestically and internationally. Trips may be overnight, week-long, with the possibility of weekend travel on occasion.
- Ability and willingness to conduct business outside of normal business hours to accommodate global business operations.
- Proficient in Microsoft Office applications.
- Ability and willingness to work on a highly collaborative, remote team in a home-based environment with minimal supervision.
- Fluency in English (written and verbal).

**For consideration, please send your resume to [Angie.Meaux@uatp.com](mailto:Angie.Meaux@uatp.com).**

UATP is an Equal Opportunity Employer.