



## Manager, Business Development

Fully Remote  
United States

The Manager of Business Development will identify and vet new opportunities and initiatives that will deliver specific strategic and financial objectives. He or she will champion and execute those strategic initiatives to generate mutual value to UATP, its shareholders, members, and strategic partners. This full-time, remote position is based in the United States and reports to the Vice President, Business Development.

### Key Responsibilities

- Drive company growth by identifying new strategic market opportunities, building relationships with potential clients, and fostering strategic partnerships to expand the business.
- Conduct research and analysis and identify product opportunities for current or new customers.
- Establish and maintain positive, respectful, and productive relationships with individuals inside and outside UATP.
- Collaborate with Sales, Technical, and other teams as necessary to achieve objectives.
- Generate influential presentations for prospective clients and management.
- Manage multiple projects simultaneously, ensuring each project is delivered according to client timelines and targets.
- Stay updated on payment industry developments and competitor activities across UATP products.
- Attend and participate in mandatory virtual and in-person meetings and industry events.

### Qualifications

- Bachelor's degree required; MBA preferred.
- Five years of working experience, preferably in finance or fintech.
- Prior experience in client-facing roles and familiarity with delivering insights to customers and partners.
- Strong relationship management skills and ability to generate sales leads.
- Ability to analyze data and information from disparate sources, account for gaps and assumptions, and develop wholistic recommendations and actions.
- Excellent public speaking, presenting, and written communication skills.
- Must thrive in a consultative, team-based environment and be willing to work cross-departmentally.
- Ability to work with integrity, ethically, and continuously uphold organizational values.
- Proficiency in Microsoft Outlook, Word, Excel, and PowerPoint.
- Have a passion for payments and/or finance and emerging technologies.
- Fluency in English (written and verbal) required.
- Ability and willingness to travel domestically and internationally up to 20% of the time.

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, submit your resume [here](#).

UATP is an equal opportunity employer.