

The Sales Director, EMEA leads the region's growth of our global payment network within and beyond the travel industry. This strategic, individual contributor sales role is responsible for identifying and executing new market opportunities, managing complex sales cycles, and cultivating partnerships that drive growth and value for our ecosystem. The ideal candidate will have a strong background in payments, a deep understanding of global markets, and the financial acumen to navigate large-scale, multi-party negotiations with senior-level stakeholders at enterprise organizations across multiple industries. This full-time remote position is based in Europe and reports to the Managing Director, Global Network Sales.

**Duties & Responsibilities**

- Identify, evaluate, and launch strategic opportunities across multiple markets within EMEA.
- Leverage CRM to lead multi-stakeholder, solution-based sales engagements from prospecting through contract execution.
- Cultivate strong relationships between and beyond travel ecosystem partners including airlines, OTAs, GDSs, travel tech platforms, payment processors, and acquiring banks.
- Drive adoption and utilization of the payment network through strategic partner onboarding and commercial alignment.
- Work closely with product, operations, finance, legal, and marketing to align go-to-market strategies and ensure successful partner integration.
- Stay ahead of industry trends, regulatory environments, competitive landscape, and customer needs to inform strategy.
- Build and maintain robust sales pipelines, forecasts, and KPIs aligned to revenue targets and business objectives.

**Qualifications**

- Five to seven years of experience in B2B sales, partnerships, or business development, with a minimum of three years in the payments industry. Experience must include:
  - Navigating complex, multi-party sales cycles and closing high-value commercial agreements.
  - Structuring revenue share models, pricing strategies, and ROI analyses.
  - Influencing executive level stakeholders.
  - Communicating, negotiating, and influencing executive level stakeholders.
- Deep understanding of the global travel ecosystem, including its unique commercial, regulatory, and technological dynamics.
- Ability to operate both strategically and tactically, with a bias for execution.
- Fluency in English (written and verbal).
- Residency in Europe with eligibility to work in the country of residence without sponsorship.
- Ability and willingness to travel domestically and internationally up to 50% of the time. Trips may be overnight, weeklong, and weekends.

For consideration, submit your resume [here](#).

UATP is an equal opportunity employer.