



The Senior Manager, Sales - Americas leads the region’s growth of our global payment network within and beyond the travel industry. This 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 background in payments, an 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 the United States and reports to the Vice President, Global Network Sales.

Duties & Responsibilities

- Identify, evaluate, and launch strategic opportunities across multiple markets within North and South America.
- 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

- Demonstrated results-based experience in B2B sales, partnerships, or business development; experience in the payments industry is preferred. 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; and communicating, negotiating, and influencing executive level stakeholders.
- Deep understanding of the global travel ecosystem, with emphasis on North and South American markets, including its unique commercial, regulatory, and technological dynamics.
- Ability to operate both strategically and tactically, with a bias for execution.
- Fluency in English and Spanish (written and verbal).
- Residency in the United States with eligibility to work without sponsorship.
- Ability and willingness to travel domestically and internationally up to 50% of the time. Trips may be overnight, weeklong, and weekends.

If you meet these qualifications and want to join the most knowledgeable and creative talent in the industry, submit your resume on LinkedIn today! LinkedIn job posting [here](#).

Candidate Notices

Equal Employment Opportunity

UATP is an Equal Opportunity Employer. We do not discriminate based on race, color, religion, sex, sexual orientation, gender identity or expression, national origin, age, disability, veteran status, or any other protected characteristic under applicable law.

Background Check

All offers of employment are contingent upon the successful completion of a background check, in accordance with applicable laws.

Job Posting Content

This job posting outlines the general scope and level of responsibilities for this position and is not intended to be a comprehensive list of all duties, responsibilities, or qualifications.