



<https://fintechnews.ch/job/senior-manager-digital-banking-payment-strategy-consultant-m-f-div-at-visa/>

Senior Manager, Digital Banking & Payment Strategy Consultant (m/f/div.)

Description

- Develop strategies to help our clients in growing their business in the digital domain
- Support our clients in customizing and implementing our digital products and solutions
- Manage the delivery of high-quality consultancy engagements in the Central Europe Cluster (Germany, Austria, Switzerland, and the Netherlands)
- Help to intensify the business relationships between Visa and its key clients

Responsibilities

- Understand our clients' business objectives together with the Central Europe Account Management Team
- Identify opportunities and improvements to grow the digital banking and payment business of our clients
- Support the development of Visa's digital strategy and its execution with our clients
- Develop and propose appropriate concepts and digital business solutions to clients
- Support the implementation of Visa's digital solutions at our clients
- Lead and manage the delivery of consultancy engagements to clients (as assigned)
 - Lead and deliver projects through either self, other internal or external staff as appropriate
 - Manage project costs to agreed budgets and timeframes and ensure high standard of delivery
- Leverage Visa's innovation, product and data capabilities to further grow our clients' business by working together with the sales and digital product teams as well as the with the Visa Innovation team
- Build and retain Visa Consulting relationships with our key clients
- Support Visa Consulting and Analytics practice development by developing digital skills, tools and innovative methodologies on both a personal and team level

Qualifications

- Mid-level working experience in the financial services industry, of which a few years must have been gained in management consulting and/or digital product management and/or technical project management
- Educated to degree level or equivalent
- Experience in retail banking and/or payment industry and/or merchant retail business
- Comprehensive knowledge and understanding of technology and innovation driving the digital banking and digital retail business
- Experience in using agile methods (i.e. Design Thinking, Lean-Start-up, Scrum, Kanban)

Hiring organization

Visa

Visa (NYSE: V) is a world leader in digital payments, facilitating transactions between consumers, merchants, financial institutions and government entities across more than 200 countries and territories. The purpose is to uplift everyone, everywhere by being the best way to pay and be paid.

Employment Type

Full-time

Job Location

Zurich

Date posted

June 14, 2022

APPLY

- High intellectual capability evidenced by strong analytical skills
- Experience in conceptualizing new products and business models in a digital and technology-driven environment
- Excellent client relationship management skills (including senior executive level)
- Strong sales orientation, experience with pre-sales and selling major projects/ideas to senior management
- Excellent spoken and written command of German and English
- Excellent presentation and communication skills (written and verbal)
- Excellent ability to comprehend and convey complex business information
- High levels of integrity and business ethics
- Willingness to travel throughout the covered markets as needed
- Fluent English and German