



Jobs Presented by:

R&P Group
Payment Industry Recruiting Specialists
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Current Searches

Relationship Manager – Prepaid Cards

If you have proven Relationship/Account Management skills, this could be your chance to work in an entrepreneurial environment where you will have the chance to create your own destiny and work with an amazing team. Grow/maintain business during and after implementation with companies who use prepaid cards to control expenses, reduce cost, and improve processes.

Marketing Director - EFT Processing

Use your creative marketing skills to think a bit differently as you create B2B marketing collateral/web presence/tradeshows for a leading EFT Processor. Lead a team of 4-5 people. Facilitate internal communication as well as bring consistency to sales presentations used with clients.

Sales Executive – Plastic Cards

Are you a hunter salesperson with a consultative approach to closing business—ideally large volume deals? This could be your opportunity to work for an industry leader as you explore ways to help clients with their marketing efforts via non-secure cards (i.e. Hospitality, Membership Clubs, Retail, Casinos, etc.). Experience related to card production/fulfillment/direct mail preferred.

Client Services Team Lead – Prepaid Card Production

Mentor and lead a team of Client Services/Product Support Representatives who are responsible for ongoing product support and day-to-day needs of clients who count on receiving a high level of service when it comes to their Prepaid Card Production/Fulfillment needs. Act as the primary contact for all escalation issues.

Strategic Alliance/Partnership Sales – EFT Processing

No need to move for this virtual based sales opportunity responsible for setting up partnerships and agreements with organizations that will ultimately produce a significant number of financial institution clients.

Senior Compliance Officer – Banking & Prepaid Cards

With the growing demand for Prepaid Card issuance, an emerging Prepaid Card Issuing Bank is looking to expand its team by hiring a Senior Compliance Officer. A key player in the startup team, this person will ensure that the bank is in substantial compliance with all applicable regulations dealing with the banking industry, to maintain self and bank up-to-date with regulatory pronouncements from such organizations as OCC, Federal Reserve, FDIC, and State Regulatory functions. The Senior Compliance Officer will disseminate, communicate, and offer positive suggestions regarding most efficient ways to achieve compliance. Inform and assist appropriate staff regarding regulations affecting them, and contribute to the overall success of the bank's core functions.

Director of Sales – Prepaid Payroll Cards

Dive into a dynamic sales management role with a rapidly-growing Prepaid Card Program Manager. Focusing on Payroll Card solutions for medium-sized companies, this is your opportunity to lead a team to sales success by crafting directional strategy and joining Account Executives in prospecting, signing, and on-boarding new clients. Experience selling to company executives is a must for success.

VP Account Representative - Automated Accounts Payable Solutions

This is your chance to work for one of the most successful Regional Banks as a Regional Sales Person for Automated Accounts Payable Solutions and Commercial Card Services. You will work with client companies at the C-level in both Private Sector Businesses and Government Agencies. This is your chance to be a successful hunter as you prospect with cold calls, leverage internal and external referrals, and work with networking groups and associations. If you are Sales Award Winner with effective listening, problem solving, presentation, sales, negotiation, closing and relationship management skills, this is a great company where you can meet and exceed your sales goals and build long-lasting relationships with your clients.

VP Sales - Card Personalization

A fast growing, venture funded e-commerce company with unique card manufacturing and personalization capabilities is seeking a talented and eager sales and business development professional to work in its dynamic and rewarding environment to acquire and develop new client relationships. Bring prospective clients through a comprehensive strategic account development process from scheduling appointments to program launch. Additionally, work with these new clients post launch to identify new opportunities in an effort to drive more and more programs to the company's platform.

Senior Manager Products - eCommerce and International Payments

This is your chance to work for a leading, innovative payments company and own product performance. Use your merchant processing knowledge and product management expertise to develop business requirements, manage product projects, vendor relationships, and develop rollout plans. Also, this could be your chance to manage a small team if you have not yet had the opportunity to do so.

VP Product Strategy – Prepaid Cards

Responsible for the creation and execution of the overall product development strategy for a leading, established Prepaid Card Program Manager. This includes responsibility for network, product, application, and market strategy (both short and long term) for their traditional B2B portfolio, inclusive of multiple brand cards and technology, emerging online business as well as introduction of a new B2C portfolio and other markets as defined.

Director Call Center Operations – Credit Cards

One of the leading Card Brands seeks an experienced professional to manage the daily operations of a 600+ Credit Card Inbound Call Operations Center by providing functional direction to specifically assigned department managers and coordinating the operational interaction of the departments to achieve the desired objectives. Currently, as a part of the continuous improvement initiatives, they are rolling out a new training for the agents to help with more interactive calls, empowerment, and less scripting. You will become a part of a rich culture where you will consistently be able to seek new ways to improve the experience for both the Customer Service Reps and the Customers.

Director Sales - Payroll Card

An established prepaid card processor is looking to expand its client base by hiring a Sales Director to prospect and sell the complete stored value payment solution products for Flexible Spending Accounts. Work closely with contracted service providers to identify appropriate payment solutions that serve the needs of the Healthcare Industry. Develop and implement sales strategies for payment solutions, manage sales from contract negotiation and signing through implementation, and continue development of national retailer relationship post launch.

Jobs Change Often - Please feel free to call or E.

EVP Bank Card Marketing and Product Executive – Credit and Debit Cards and Emerging Payments

In this exciting role, you will evaluate the bank's market, manage and launch all Debit and Credit Card and Emerging Products and Services, and coordinate Marketing Campaigns for product launches and product positioning. This is a greenfield opportunity to create and grow card and payment products and services. As an international company, you will be able to develop the US market based on work with counterparts around the globe.

SVP Card Product Analytics Consultant - Consumer Credit Card

This is your chance to be the Consumer Card subject matter expert for a major card brand at one of the largest issuers in the country. You will work closely with the company's Sales Account Team, Marketing, and the issuer to analyze card product performance and provide strategy recommendations based on product and market trends, the issuer's vision, and emerging product opportunities. As an industry expert, you will continuously review the landscape and develop creative approaches and strategic recommendations that result, bottom-line, in happy cardholders generating high spend. This is a chance to take your career to the next level and gain industry visibility as you use your analytic skills to develop key business metrics, market segmentation, and competitive product and program assessments, then develop and deliver presentations to senior level audiences of up to 50+. You will also attend applicable product shows, industry conferences, and media briefings.

SVP Senior Product Manager - Prepaid Cards

As the Prepaid Card Product and Program Manager of a major issuing bank, you will be one of the industry leaders. This is an opportunity to create new products, revamp the current line, and manage the P&L for current products. You will be the one responsible for all product and project related aspects of the Prepaid Card and Payroll Card Products both internally and with clients, vendors, and the card brands. As you establish the strategic direction for all Prepaid Card products you will ensure all regulatory and legal requirements are current and accommodate the rapidly changing regulatory environment.

Manager Materials - Card Production

Lead a team responsible for the procurement and resale of materials used in production of payment cards. You will manage approximately \$25 million in annual product revenues, maintain margins, and negotiate and oversee vendor Service Level Agreements. As an expert communicator, you will work with internal and external partners to determine, implement and manage product strategy and maximize margins as you manage the entire sales cycle from purchase of raw materials to the sale of finished goods. Since your clients depend on you, you will select, and work with, and manage vendor SLAs pertaining to quality and on-time delivery of materials. In addition, your process improvement skills will be exercised as you identify opportunities for increased efficiencies.

Director Online Account Acquisitions - Prepaid Cards

Develop cardholder acquisition and growth strategies for an innovative prepaid card company, which provides products and services, including small-dollar lines of credit, for the millions of consumers who lack traditional bank accounts. This opportunity is ideal for the individual who can create acquisition plans, financial projections, and budgets to acquire new prepaid cardholders through online channels, specifically with effective paid search engine marketing, online lead generation partnerships, and organic search engine optimization.

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VP Products and Business Development - Prepaid Cards and Emerging Products

Based on growth, this newly created job gives you a chance to have full P&L responsibility for Prepaid Card Products and Prepaid Products in forms beyond plastic. You will be able to both set the strategy and execute the plan to exceed volume and revenue targets. Emerging Payments and Prepaid are key growth areas for our industry and this job will put you in a highly visible role in both the company and the industry. This is your chance to think strategically and creatively, use your passion and drive to evangelize business opportunities, and execute agreed-upon strategy. If you have the ability to inspire and lead, as well as the creativity and acumen to develop unique solutions, this might be a great fit for you.

Merchant Services Director

Use your strong analytical problem solving skills, experience building business cases and plans, as well as your sharp business judgment as Merchant Services Director. The Merchant Services Director will work closely with our sales teams, will have opportunity to further develop existing Merchant relationships & help drive business growth. The qualified candidate possess the ability to create a business plan & financial strategy that aligns with the long term goals. This position is for a motivated individual possessing the ability to manage and execute in a fast-paced, result oriented environment. This is your chance to work for a successful regional bank to define, grow and maintain a portfolio of accepting merchants for the company's suite of payment offers. You will work closely with Senior Management to develop the strategic plan for the Merchant segment of our business in support of long term growth strategies and lead the execution efforts of the plan.

Senior Interactive Manager – Prepaid Cards and Multicultural Services

One of the most trusted multicultural brands in North America has an exciting opportunity for a seasoned e-commerce professional to help grow an exciting new direct B2C division. This is an opportunity to be a Senior Manager of a small entrepreneurial team of a large, supportive, and profitable company. You will be the key person for all support of the B2C websites, e-mail databases, and other online initiatives.

SVP Card Products & Services - Credit Card, Debit Card, Prepaid Card, ATM Card

With recent regulatory changes this leading financial services company is expanding their Card Products and Services. You will provide leadership, management and oversight of the Bank's Card Products and Servicing Departments. This includes operation, regulatory compliance, strategic planning, new product design and development, input into marketing programs, redesign of processes, and development and retention of talent. The products include consumer and business credit and debit cards, prepaid cards, commercial cards, consumer overdraft products and ATM servicing.

Manager Portfolio Risk - Consumer Credit Cards

Manage existing portfolio risk for a company that, for the second year in a row, has been ranked in the top 10 best banks by *Forbes* and SNL Financial and is now expanding their Bankcard Portfolio by hiring a Portfolio Risk Manager. This opportunity is ideal for the individual who can perform analysis and scenario testing using the best practices for various credit decision functions such as credit line management, account reissue, authorizations, account queuing and overall risk mitigation by developing and implementing risk mitigation strategies to support portfolio profitability and growth.

Senior Manager Product Management Leader - Commercial Card Products

Build and grow the Commercial Card Product Line with a focus on large accounts for this leader in card processing. Strategically manage the commercial and fleet-card product development, enhancements, and pricing to achieve the double-digit growth potential. If you have creativity and empathy and enjoy a fast pace of work this may be the next step in your career. You will be able to identify and develop opportunities for product growth and product enhancements and manage vendor relationships including contracts, negotiations, and service levels along with a variety of other Product Management functions.

Senior Group Manager Products - International Payments Innovation

Are you a Payment Industry athlete - the type of person who understands payments from the customer viewpoint and who knows the technology, economics, and analytics of the industry? If you are a person who is looking to be innovative who loves and has deep knowledge of the payments industry but are looking for something faster, this is an amazing opportunity. You have the chance to run all product development and management for a global payment division of one of the largest companies in the world, one of the most trusted names on the Internet.

VP Sales Manager - Alternative Payment Product eCommerce

As more and more consumers are searching for a trusted alternative payment option for online purchases, you have the chance to be the first Business Development person for this new payment option. You will work with the major eTailers to sell and ensure website adoption. The successful person in this job will be positioned for a leadership role in the future new division.

SVP Marketing Integration & Strategic Intelligence - Consumer Financial Products

Help deliver unique consumer financial products and services to help consumers and small business manage their finances. For a variety of products and services including check cashing, money orders, money transfers, in-person and online bill payment, credit cards, prepaid cards, and ATM services, you will serve as the overall business leader. Responsible for developing integrated product strategies, product launches, and multi-channel positioning in support of the business. As the leader of strategic intelligence, you will also have responsibility for uncovering actionable strategic insights about the business lines and the customers while unearthing potential "white space" opportunities to exploit through the use of quantitative marketing analysis.

VP Sales - Agent Bank Debit Cards and EFT Processing

This company's service, reputation, fraud control, partnerships and team help their Sales Team win sales from the competition every day. All types of people work well for this manager who does not micro manage. This job is for the person who is ready to brainstorm, strategize and go out and sell. You will be successful if you are independent, a self starter, and a person who likes to pick up the phone and make calls that produce results.

VP National Sales - Debit Cards and ATM Processing

Work virtual in the Northern US Territory with the largest and strongest Debit Cards and ATM ISOs to sell processing solutions. Your outgoing personality plus the ability to command attention and quickly instill confidence to earn respect will be the key to your success. This job is with a strong, established company that puts no cap on their Sales Teams.

Senior Director Payment Technology & Innovation - Credit Cards and Prepaid Cards

Work for a division of a large international company to lead and coordinate innovation and emerging technology to support continued substantial growth for their Financial Services and Payment Products. As the overall business leader, you will coordinate and optimize initiatives that require integration with the Corporate Innovations Division as well as the Information Technology Division. As Director, you will work closely with the company leadership team, product managers, and other interdepartmental teams to drive and advance disruptive product, service, and technology development initiatives that sustain the company's leadership. As subject matter expert for emerging financial technology, you will have broad responsibility to stay abreast of and deliver insight on the capabilities, trends, and participants in the financial technology landscape.

Manager Business Development - Prepaid Incentive, Rebate, and Gift Cards

This is a chance to work for one of the leading Prepaid Card Brands to manage and grow partnerships and large-scale initiatives that result in increased Prepaid Card volume and revenue. You will use your relationship building and marketing skills to develop and implement strategic marketing plans with key customers that result in increased market share and achieve a high level of customer satisfaction. Be a part of a company that is committed to being the best partner for their key clients as the person who delivers on this promise. This is a high profile, self-driven opportunity for you to truly contribute to top line Prepaid Card growth.

Manager Project Management & Analytics - Prepaid Card

Be part of the entrepreneurial team that will grow and enhance this well-known brand's new Prepaid Card Division. As Project Management & Analytics Manager, you will work to implement project plans in a quickly changing timeline critical environment for multiple work streams. You will be successful because you develop strong relationships with internal and external partners to provide pro-active project management execution and monitoring for all Prepaid products and services. You will also use your analytic skills as you assist in monthly and ad-hoc financial planning, forecasting and analysis. This job will move you to the "greatest city in the world," New York.

Client Relationship Manager - Commercial e-Payments (3 Regions)

Be a part of one of the fastest growing Commercial e-Payment companies. Manage the client relationship for midsized accounts after implementation to promote cross sales and maintain customer loyalty. This is a strong, well-established company with significant loyalty from both customers and employees.

VP Business Development Director - Prepaid Debit Cards

As a direct report to the CEO of the leading Check Cashing and Financial Services company, you will expand, develop, and launch additional profitable products and services and lead Prepaid and ATM business development and other emerging payment opportunities. Create and implement loyalty programs with preferred customer cardholders and evolve the current Prepaid offerings to the next level as Director/VP of Business Development while you build a team to train in-store tellers and managers to ensure profitable product success and meet customer market needs.

Past Assignments
R&P Group
The Leading Recruiting Firm in Cards and Payments
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- CEO - Prepaid Cards
- CEO - Mobile Payments
- CIO - POS Equipment & Software
- COO - Card Rewards
- CPO - International Dynamic Currency Exchange
- Consulting Firm Practice Manager - Card Payment and Electronic Transaction Industry
- Consultant Risk Management - Consumer Finance
- SVP Product Manager - Prepaid Cards
- SVP National Sales Manager - Merchant Acceptance
- SVP Sales & Marketing Mastermind - Student Motivation
- VP Business Line Manager - Merchant Processing
- VP Regional Sales Manager West - Commercial Cards Purchasing Cards
- VP Call Center Executive - Credit Card Operations
- VP Call Center Operations Site Leader - Private Label Cards
- VP Client Services Loyalty Marketing - Loyalty Cards & Rewards
- VP Corporate Card Product Development - T&E Cards
- VP Credit Portfolio Risk Management - Small Consumer Loans
- VP Debit Card Product Development - Debit Cards
- VP International Expansion Manager - Commercial Cards and Purchasing Cards
- VP - Sales Manager Property Management Merchant Payment Processing
- VP Product Development - Debit Cards
- VP Operations - Prepaid, Credit, and Debit Cards Production and Fulfillment
- VP Regional Sales Manager - Prepaid Cards
- VP Sales Card Customization Software - All Cards
- VP Sales Country Manager Canada - Prepaid Cards
- VP Sales - Prepaid Cards
- VP Sales, Western Region - Commercial Cards and Purchasing Cards
- VP Senior Software Developer - POS Equipment and Software
- VP Smart Card Standards - Smart Cards
- VP Software Development - Financial Transactions
- VP Strategic Initiatives, Six Sigma Master Black Belt - Consumer Cards
- AVP Analytics and Risk Manager - Credit Cards
- Senior Director Transaction Services Operations Center - eMoney Transfer and Prepaid Card Processing
- Senior Director Prepaid Operations Fraud Management
- Senior Business Leader, Prepaid Product Development, Americas - Prepaid Cards
- Senior Account Manager - Commercial Cards and Purchasing Cards
- Senior Operations & Data Mining Analyst - Prepaid Cards
- Director Partner Acquisition & Management - Prepaid Card
- Director Sales Call Center Services - Credit Cards and Prepaid Cards
- Director AML Compliance Agent Oversight - International Money Transfer
- Director Business Account Development - Prepaid Debit Cards and Stored Value Cards
- Director Retention Marketing - Prepaid Cards
- Director Client Sales Manager - Private Label Cards
- Director Compliance - International Money Transfer, e-Gift Certificates, and e-Bill Payments
- Director Loss Prevention, Compliance AML - International Money Transfer
- Director Product Development - Mobile Commerce
- Director National Accounts - Commercial Cards, Corporate Cards, Purchasing Cards
- Director National Sales - Prepaid Payroll Cards

- Director Marketing Prepaid Cards
- Director Product Remittance - International Money Transfer
- Director Prepaid Card Network Technical Release Specialist - Card Processor Issuing
- Director Dealer Financing Sales and Marketing - Private Label Cards, Consumer Finance
- Director Sales e-Commerce - Dynamic Currency Exchange
- Manager Business Development - Agriculture & Construction Equipment Financing
- Manager Client Relationship - ePayments & Commercial Cards
- Manager Customer Insights - Cobrand Cards
- Manager Marketing Acquisitions - Prepaid Cards
- Manager Regional Sales - Merchant Acquiring
- Manager OEM Sales - Commercial Dealer Finance and Private Label Cards
- Manager Credit Card Analytics - Auto Finance
- National Sales Manager - Prepaid Debit Cards
- Professional Sales Fortune 1000 - Incentive and Reward Prepaid Card Solutions
- Business Leader, Product Sales - Debit Cards
- Client Relationship Manager - ePayments and Commercial Cards
- Credit Card Specialist - Retail Cards
- Knowledge Specialist - Card Payments
- Marketing Analyst, Statistician - Credit Cards
- Merchant Bankcard Sales Representative - Merchant Payment Processing
- Regional Sales Representative - Commercial Cards and Purchasing Cards
- Sales Executives - Commercial Cards and Purchasing Cards
- Sales Executive - Prepaid Payroll Cards
- Six Sigma Black Belt - Credit Cards