

## B2B Connect Sales Director at Visa

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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Visa is a global payments technology company that connects consumers, businesses, banks and governments in more than countries and territories, enabling them to use digital currency instead of cash and checks.

### Essential Functions

Visa B2B Connect as a solution is at an early stage of its lifecycle for which this role requires candidate to:

Further develop and drive the execution of the Visa B2B Connect sales plan and strategy in the CEMEA region. This will be done in conjunction with internal colleagues and stakeholders as well as external partners.

Liaise with the regional and global product team to provide client feedback, build use cases and assist with the future development of the product. Client feedback will be critical and the 'anchor' clients for the service will require close relationship management.

Direct awareness campaigns, identify senior management stakeholders at client banks and lead discussions with them while working with the Visa B2B Connect product, solutions and implementation teams to write, deliver and pitch proposals.

Understand product functionality, pricing, regulatory and risk matters to speak with a cross-section of senior stakeholders at prospective clients. In addition, the candidate will need to gain an understanding of the technology, compliance and operational environment of

target customers to consider these when working with clients.

You will engage clients at a senior level and make a compelling case for this new solution. This will require challenging other long-established services providers and principles of correspondent banking and make a strong case for change within the client organization/s. You will drive client decision making through production of tailored presentations and client analysis. Examples of key stakeholder roles are Head of Corporate Banking, Head of Transaction Banking, Head of Cash Management, Head of Payments, Head of Correspondent Banking, Head of Treasury/Settlement Operations, Head of Risk/Compliance, Chief Information/Digital/Innovation Officer etc.

You will be required to manage Visa B2B Connect sales in the CEMEA region by building and sharing a compelling pipeline, managing the pipeline through to successful handover to implementation. To do this effectively, you will actively utilize MS Dynamics and collaborate with multiple internal stakeholder groups, including the local VBS team. You will also need to source new relationships to Visa relating to the international payment segment through our traditional financial institution channels and direct to corporate networks

Develop and own product expertise to proactively advocate as a subject matter expert to clients, partners and internal stakeholders which will require a deep understanding of product functionality, and roadmap, regulatory and compliance issues, and the technology and operational environment of target customers, including the major operational risk issues.

Contribute to and deliver on the Visa B2B Connect Product Strategy for the region and sub-regions along with the Head of Visa B2B Connect, and contribute to developing market specific business plans through the provision of appropriate market intelligence. In addition, you will support the Head of Visa B2B Connect, CEMEA with regional business plans, performance reporting, budgeting processes, marketing activities and other operational tasks as delegated from time to time.

Take responsibility for the execution of sales plans through reporting, tracking and supporting joint objectives with each in-country team and continuously updating the plan based on business needs while coordinating plans against country plans and ensuring the localization of global initiatives

Provide analysis, insight and ongoing monitoring of market trends, regulations, pricing and

competitive position by collecting and organizing market intelligence and client specific feedback that contributes to the strategic global roadmap prioritization for Visa B2B Connect.

Work with Government Engagement to lead support regulatory engagement/submissions as the product subject matter expert.

Execute the implementation of product enhancements supported by Implementation, Client Service and Global Product while ensuring compliance with products, brand and risk management standards

In this role you will need to continue the customer relationship to uncover new opportunities as the Visa B2B Connect product evolves. To meet your customer needs, you will need to advocate new functionality or processes with the Visa B2B Connect product team and make active contributions to the product roadmap.

Understand and influence product positioning of Visa ad competitor products in the client's product portfolio while being a strong and articulate external voice for Visa.

Serve as a role model by being accountable for commitments, promoting transparency & healthy debate, and demonstrating ethical behavior and acting with integrity.

Represent Visa at external events when called upon to do so.

Contribute your knowledge of Treasury banking products to others in VBS and support your sales and Country Account Executive/Business Development colleagues.

## **Qualifications**

### **Basic Qualifications & Experience**

12 years' work experience in a financial institution/transaction banking with a bachelor's degree, 10 years work experience in a financial institution/transaction banking with an advanced degree (MBA, PGD, MSc etc) or 8 years work experience in a financial institution/transaction banking with a PhD.

Work experience must demonstrate knowledge of FI, Correspondent Banking and Treasury Management.

Work experience at top-tier financial institutions, consulting firm, payments network where you have developed strategies and worked on execution plans.

You must be fluent in English with advanced spoken and written ability. Conversational Arabic will be an advantage but is not mandatory.

### **Preferred Qualification & Experience:**

15-18 years' work experience in a financial institution/transaction banking with a bachelor's degree, 12-15 years' work experience in a financial institution/transaction banking with an advanced degree (MBA, PGD, MSc etc) or 10-12 years' work experience in a financial institution/transaction banking with a PhD.

Evidence of knowledge and experience of cross-border payment operations and transaction banking products (payments, correspondent banking, trade finance, role of SWIFT and challenges to the current model).

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