

Job Posting: **BUSINESS DEVELOPMENT MANAGER – FLEXEPAY**

Euronet Worldwide facilitates the movement of payments around the world and serves as a critical link between our partners – Financial Institutions, Retailers, Service Providers – and their end consumers, both locally and globally. The Company has been nationally ranked by both Fortune magazine and Forbes. Our Prepaid (epay) Segment provides electronic payment products and services.

We currently have an opening in Leawood, KS, or Northern California, in our epay division for a **Business Development Manager – Flexepay** reporting to the Managing Director with an indirect report to the Senior Vice President of Business Development. This is a full-time position. The position will manage the strategic development and sales execution securing business with top e-commerce partners, alternative payments solutions and PSPs.

RESPONSIBILITIES

1. Execute sales strategy to develop new business relationships and build sale pipeline of top e-commerce partners, alternative payment solutions and PSPs.
2. Contract with key international carriers, securing advantageous margins, securing beneficial marketing and promotion of flexepay brand, and gain beneficial legal and economic terms.
3. Manage sales lifecycle with new e-commerce relationships, including negotiation, contracting and positively influencing the integration process to ensure rapid deployment of flexepay content on epay platform.
4. Work with international epay country teams to ensure a global cash load network is established.

REQUIREMENTS

1. Bachelor's degree or the equivalent combination of education and experience.
2. 5 to 7 years relevant experience including proven track record of finding and closing large strategic deals (+10MM sales volume) with a focus on e-commerce. Prefer International e-commerce knowledge and relationships and Finance/treasury background with an understanding of multi-currency applications, money movement and settlement.
3. Demonstrated strong communication skills including excellent verbal, written and inter-personal skills including the ability to communicate clearly and concisely with all levels of an organization as well as internal and external customers.
4. Outstanding influencing and negotiation skills with proven customer relationship building skills.
5. Proven leadership skills with demonstrated ability to successfully lead large-scale departmental or company initiatives and the ability to develop, plan, communicate and execute a vision for the organization.
6. Excellent analytical skills with strong problem solving skills.
7. Outstanding leadership skills with the ability to lead large-scale departmental or company initiatives through developing, planning, communicating and executing a vision successfully.
8. Ability to travel up to 25%.

We offer a generous benefit package including Medical, Dental, Vision, 401K as well as an exciting, evolving work environment.

Qualified candidates are encouraged to submit a resume to rgutierrez@eef.com.

Euronet Worldwide is an Equal Opportunity Employer.