



<https://fintechbaltic.com/job/senior-account-executive-fintechs-and-enablers-nordics-baltics-at-visa/>

## Senior Account Executive, Fintechs and Enablers, Nordics & Baltics

### Description

The payment landscape is changing and today there are different ways to go to market with payment solutions for Fintechs. Visa is working closely with Fintechs who has Banking as a service or BIN sponsorship as their core business. We are looking for motivated individuals who will deliver strategic thought leadership and a consultative approach to resolve these client's needs. The incumbent must be able to develop enduring, strategic relationships with clients and across the Visa organization.

### Responsibilities

- Own and deliver target clients and their account plans. Be hungry in proactively developing incremental business streams and grow share of existing business with the client. It includes the identification of business models, innovation opportunities, strategic alignment and go to market plans
- Lead the prospection, qualification and build strong relationships with emerging businesses/Fintech that can deliver strategic value to Visa, this involves supporting start-up community engagement, and work with them to identify new opportunities that help grow their business Foster in-depth and productive relationships at all levels with the clients and the Visa organization
- Champion Visa with client and champion the client within Visa : Collaborate with new clients/prospects to identify opportunities and needs. Introduce the right products or services that deliver against those needs, and that drive value for them and for Visa.
- Work closely with the client regularly liaising with multiple key stakeholders and ensuring an ongoing quality relationship is maintained
- Partner with colleagues across Visa, ensuring the right parts of the business are appropriately involved and informed about client needs. Lead the delivering the right solutions as one Visa team with pace and urgency.
- Develop your knowledge of the payment technology space, and specifically of Visa products and services. Stay at the front of a dynamic industry and use your knowledge to help our clients adapt and stay ahead too.
- Everyone is a leader at Visa. As such you will lead, impact and support others by sharing your expertise and help with the wider team acting as a coach and mentor where appropriate.
- Project manage selected regional strategic events presence representing and supporting the Fintech team's strategy and objectives. Build strong collaboration with local, regional and global Fintech sales teams, marketing, communication and events teams

### Qualifications

- Extensive experience and proven success within sales and Account Management
- Passion for sales (from client prospection to deal closing) and curiosity for financial services, in particular payments and technology.

### 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. It's purpose is to uplift everyone, everywhere by being the best way to pay and be paid.

### Employment Type

Full-time

### Job Location

Riga, Latvia

### Date posted

June 30, 2022

Apply

- Commercial mind-set and proven ability negotiate business agreements enhance existing and develop new business partnerships.
- Experience working with/in financial services, payments, Fintech, startup/venture and/or technology industry would be an advantage but not essential
- Experience and credibility to engage effectively with leaders at all levels and influence clients and Visa stakeholders.
- Commercial understanding and the aptitude to identify opportunities and proactively propose solutions.  
Excellent written and verbal communication skills with the ability to establish effective relationships and communicate at all levels externally and internally.
- Proven financial acumen and fluency with numbers. Use data and analytics skills to drive insight.
- Ability to learn and apply a strategic understanding of the payments landscape and Visa.
- High standards of ethics and integrity towards employees, stakeholders and customers.
- Fluent in one local language and English, both written and verbal
- Educated to degree level or hold equivalent professional experience.
- Willingness to travel periodically as required