

Senior Business Developer (Global)

Salary: Competitive

Hours per Week: Permanent, full-time

Reports to: CEO

Location: London

About Us

Net Ventures is a direct marketing agency representing a variety of health & beauty, and consumer packaged goods clients. Our work typically spans the life cycle of a product, from brand development and packaging design to advertising, e-commerce websites, and online & social media.

At Net Ventures, we strive to create the right working environment and attract the most talented people. We offer competitive salaries and a fun, engaging office space, located minutes away from Oxford Circus.

Summary

The Senior Business Developer is responsible for developing the product offerings and solutions as a whole for one of our key clients in the digital payments space (e.g., alternative payments, digital platform, etc.), as well as helping to strategically direct this client's reputation. This particular client's current focus for European business development efforts in Europe is on alternative payments, digital product platforms, and sales solutions.

Key elements of the role will include negotiating partnership with alternative payments schemes and other acquiring partners in the region, architecting the UI/UX, USP and marketing material of the solutions based on client needs together with our own internal teams (e.g., design, sales, account manager, marketing and communications).

The candidate must be highly self-motivated with an entrepreneurial spirit and energy, able to adapt to a continuously evolving environment and leverage his/her unique situation for outstanding results.

Key Responsibilities

Alternative Payments (AP) Partnerships and Business Development

- Mapping the Alternative Payments landscape and defining an AP development strategy (e.g., priority based on South American's AP and client needs, etc.)
- Negotiating partnership with European AP schemes according to AP dev. Strategy
- Managing the partnership application and agreement (e.g., application process) and coordinate the integration process with client teams
- Engineering the UI/UX of the AP solutions for the different processing format (e.g., hosted payment page, iFrame, API) together with the design team
- Defining AP USP and marketing material based on the client's needs, working alongside internal leads in other departments (e.g., sales, account manager, marketing and communication)
- Clarifying the AP payment flows and support design of internal organization and operations procedures together with the Operations and Accounting departments
- Pricing benchmark Providing input for pricing structures

Complimentary Business Development

- Identifying and developing strategic acquiring relationships

- Promoting the client's brand in the region by attending major regional industry events (e.g. trade fairs, workshops, networking events etc.)

Knowledge Development

- Providing regular feedback to senior management and global marketing teams on industry and customer insights, including developing key relationships with industry leaders, gathering customer insights etc.
- Composing regular features to contribute to client's editorial content (e.g. website, customer newsletters, press releases, white papers, market analytics/studies, blogging, social networking etc.)

Skills & Experience

- Ability to play a key role in a rapidly-growing company, contributing actively to shaping its future
- Exceptional service-focused communication, in order to establish and grow professional relationships with business partners, business leads and industry leaders
- Proven negotiation skills which have resulted in a successful outcome (e.g. service pricing, contracts, etc.)
- Up-to-date online card payment industry knowledge (e.g. card association rules, business risks, regulations etc.)
- 7 years+ commercial experience in online payments and/or e-commerce/Internet industry
- Professional experience in a multicultural and/or international business environment (international experience in Europe or US is a definite plus)
- Internet and technology savvy
- Bachelor of Business administration (BBA), Engineering (BEng) or similar degree (international degree and/or Master's degree a plus)
- Fluency in English (written and verbal) and 1-2 additional European languages

To apply, please email your cover letter and a copy of your current CV to recruitment@nvbi.co.uk

Net Ventures is an equal opportunities employer. We welcome applications from all members of society irrespective of age, sex, disability, sexual orientation, race, religion or belief. Due to the number of applications we receive, only those candidates whom we are interested in interviewing will be contacted. If you have not been contacted within three weeks of submitting your CV, please deem your application as unsuccessful.