

Company Description Visa is a world leader in payments and technology, with over 259 billion payments transactions flowing safely between consumers, merchants, financial institutions, and government entities in more than 200 countries and territories each year. Our mission is to connect the world through the most innovative, convenient, reliable, and secure payments network, enabling individuals, businesses, and economies to thrive while driven by a common purpose ' to uplift everyone, everywhere by being the best way to pay and be paid. Make an impact with a purpose-driven industry leader. Join us today and experience Life at Visa.

Job Description The Analyst, Growth Products & Partnerships is responsible help to shape and execute on growth initiatives and projects with strategic global accounts. This includes understanding both Visa and our partner's capabilities, needs, and goals and driving towards successful outcomes which could come in the form of deal execution, new product or market launches, solutioning and pilots, growing existing business lines, or other strategic priorities. The role requires an ambitious payments professional with product and commercial acumen and interest, strong communication and analytical skills, and ability to work independently to drive forward priorities initiatives.

Essential Functions Include Account Strategy & Management: Support the account and relationship management and sales plan for key global accounts, orchestrating across internal and external stakeholder and ensuring focus and forward movement on top priorities Identify and pursue partnership growth opportunities that provide step-function value, distribution channels, or new capabilities for Visa Work deeply and closely with cross-functional teams on key initiatives including representation from Legal, Marketing, Product, Operations, Risk, Market Research and Technology.

Provide reporting, insights, and activate Visa leaders into the account for critical support Work with cross functional teams to ensure partner implementations and existing business lines are growing and meeting mutual expectations Project manage across several workstreams and simultaneous deliverables Product Solutioning: Support and manage discovery, ideation, and product solutioning with partners in a thoughtful and creative manner, while collaborating with key internal stakeholders including product owners and sales specialists. Drive opportunities to closure with legal, finance,

and product counterparts, oversee product implementation, and maintain product enhancement feedback loop

This is a hybrid position. Expectation of days in office will be confirmed by your Hiring Manager.

Qualifications

Basic Qualifications 2 or more years of work experience with a Bachelor's Degree or an Advanced Degree (e.g. Masters, MBA, JD, MD, or PhD)

Preferred Qualifications 3 or more years of work experience with a Bachelor's Degree or more than 2 years of work experience with an Advanced Degree (e.g. Masters, MBA, JD, MD)

A minimum of 2 years business experience with related product, sales and management experience in the payments and/or financial services industry, with particular preferred experience in cross border money movement or card networks

Strategic thinking, analytical/problem solving and thought leadership

Teamwork, interpersonal & relationship-building skills, and ability to lead by influence and example

Proven ability to partner, communicate and manage/navigate across functions and through multiple disciplines and organizational groups

Experience 'managing up', building Executive Level communications and delivering presentations

Ability to work within a complex and often ambiguous environment, and to influence partners, senior management and other relevant parties

Executive presence, Strong written and oral communication, including large-group presentations

Team oriented, collaborative and flexible

Ability to influence and work within a matrixed environment

Additional Information

Work Hours: Varies upon the needs of the department.

Travel Requirements: This position requires travel 5-10% of the time.

Mental/Physical Requirements: This position will be performed in an office setting. The position will require the incumbent to sit and stand at a desk, communicate in person and by telephone, frequently operate standard office equipment, such as telephones and computers.

Visa is an EEO Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status. Visa will also consider for employment qualified applicants with criminal histories in a manner consistent with EEOC guidelines and applicable local law. Visa will consider for employment qualified applicants with criminal histories in a manner consistent with applicable local law, including the requirements of Article 49 of the San Francisco Police Code.

U.S. APPLICANTS ONLY: The

estimated salary range for a new hire into this position is 105,800.00 to 149,550.00 USD per year, which may include potential sales incentive payments (if applicable). Salary may vary depending on job-related factors which may include knowledge, skills, experience, and location. In addition, this position may be eligible for bonus and equity. Visa has a comprehensive benefits package for which this position may be eligible that includes Medical, Dental, Vision, 401 (k), FSA/HSA, Life Insurance, Paid Time Off, and Wellness Program.