



Director / Senior Managing Consultant, Services Business Development

You applied for this job on November 21, 2024.


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 Buenos Aires, Argentina

 Full time

 Posted 3 Days Ago

 End Date: January 3, 2025 (20 days left to apply)

 R-228828

Our Purpose

Mastercard powers economies and empowers people in 200+ countries and territories worldwide. Together with our customers, we're helping build a sustainable economy where everyone can prosper. We support a wide range of digital payments choices, making transactions secure, simple, smart and accessible. Our technology and innovation, partnerships and networks combine to deliver a unique set of products and services that help people, businesses and governments realize their greatest potential.

Title and Summary

Director / Senior Managing Consultant, Services Business Development

Overview:

The Services team is a key differentiator for Mastercard, providing the cutting-edge services that help our customers grow. Focused on thinking big and scaling fast around the globe, this agile team is responsible for end-to-end solutions for a diverse global customer base. Centered on data-driven technologies and innovation, these services include predictive analytics capabilities, data-driven information and consulting services, risk management, as well as loyalty and marketing programs.

Role:

We are pursuing highly motivated individuals with experience in consultative sales across data products, platforms, and / or other analytic services. Individuals should display strong achievement orientation, intellectual curiosity, openness, resilience, diligence, and the ability to effectively communicate complex ideas in simple ways. As a Director, you will be at the frontline of generating excitement and demand for our unique solutions and forming successful lasting partnerships across a diverse customer base including financial institutions, fintechs, acquirers and retailers.

- Responsible for business development and ongoing account ownership for Services within several clients in Argentina, Uruguay & Paraguay with direct revenue, account ownership and sales responsibilities.
- Refine the value proposition of new and existing D&S capabilities to meet clients' needs.
- Will serve as the face of Mastercard D&S to senior level client stakeholders, including C-Suite Executives.
- Responsible for driving coordination within Demand Generation, Marketing, Solutions, and Product teams across D&S business lines and value propositions, focused on the above defined clients.
- Take ownership of the sales process, from prospecting to executing commercial contracts, ensuring a seamless and efficient sales cycles.
- Will collaborate closely with other team members and bring an innovative and creative mind set to partnering with large global accounts.
- Will partner with the Mastercard Account team to develop a plan to support their strategic imperatives for target accounts.
- Will work closely with Client Services teams for an effective joint go to market and to ensure best-in-class value delivery

All About You:

- Strong commercial drive with ability to build and monetize senior client relationships based on thought leadership, empathy, and subject matter expertise.
- Have 10+ years' experience in consultative sales across data products, software platforms, and / or other analytic services. Consulting experience preferred.
- Entrepreneurial mindset and demonstrated experience in selling solutions to c-level clients.
- Ability to own and drive end to end sales from initial prospecting through signed contract.
- Collaborative attitude with an understanding of how to win as a team.
- Strong communication skills and proven attitude for learning technical terms and developing an understanding of complex technical products.
- Strong networker across relevant stakeholder base with the ability to listen, build common ground and influence in order to effectively advance business opportunities and generate revenues.
- Bachelor's degree minimum. MBA preferred.

Corporate Security Responsibility

All activities involving access to Mastercard assets, information, and networks comes with an inherent risk to the organization and, therefore, it is expected that every person working for, or on behalf of, Mastercard is responsible for information security and must:

- Abide by Mastercard's security policies and practices;
- Ensure the confidentiality and integrity of the information being accessed;
- Report any suspected information security violation or breach, and
- Complete all periodic mandatory security trainings in accordance with Mastercard's guidelines.

About Us



Everyone wants easier ways to pay;
we invent them.

Checkout lines are slow;
we speed them along.

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