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Digital Director

Description

The Digital Payments Products team, as part of the South East Asia Customer Solution Centre, is looking for a Digital Director to drive the sales of our Digital Payments products & solutions across select South East Asia markets. The ideal candidate is passionate, highly motivated, intellectually curious, analytical, and possesses an entrepreneurial “can do” mindset.

Responsibilities

- Be a Subject Matter Expert for a portfolio of digital products, services and platform capabilities to support localization and market enablement.
- Partner with the respective market -teams to identify business opportunities that can be amplified with Mastercard’s digital products and solutions.
- Manage the sales and roll-out of digital products and solutions in collaboration with the respective in-market Account and Business Development Teams
- Engage other internal solution experts to support customer value proposition development.
- Model functional knowledge and best practice sharing, and provide thought leadership on technology trends and holistic-system thinking to improve solutioning for their clients.
- Identify and manage resolution of complex issues related to products and solutions development and recommend improvements to the market’s portfolio or solutions strategy.
- Drive competitive analysis and pricing strategy to help identify opportunities to grow your customer portfolio and revenue.

Qualifications

- Extensive experience of working in the retail banking and digital payments space
- Be technically savvy to understand in-depth, various digital products and solutions such as tokenization, click to pay etc.
- Roll-up-your-sleeves attitude to guide clients to implement and launch digital first initiatives across the markets
- Deep understanding of the changing trends in digital payments (cards, e-wallets, x-pays, account to account transfers etc.)
- Skilled at explaining technical problems succinctly and clearly
- Identify areas where resources fall short of needs and provide thoughtful and sustainable solutions to benefit the team
- Strong project management skills.
- Confident speaker and presenter, that can engage and effectively communicate with a wide variety of stakeholders.

Hiring organization

Mastercard

Mastercard is a global technology company in the payments industry. Their mission is to connect and power an inclusive, digital economy that benefits everyone, everywhere by making transactions safe, simple, smart and accessible. Using secure data and networks, partnerships and passion, their innovations and solutions help individuals, financial institutions, governments and businesses realize their greatest potential. Their decency quotient, or DQ, drives our culture and everything they do inside and outside of our company. With connections across more than 210 countries and territories, they are building a sustainable world that unlocks priceless possibilities for all.

Employment Type

Full-time, Hybrid

Industry

IT Services and IT Consulting

Job Location

Kuala Lumpur, Federal Territory of Kuala Lumpur, Malaysia

Date posted

February 19, 2024

APPLY