

Payments Consultant

San Francisco-based trade association seeks an experienced professional to support a start-up payments consulting business. Payments is one of the hottest segments in FinTech and this position provides the opportunity to work with financial institutions and payments processors to support new payments initiatives and compliance readiness. The individual will stay abreast of payments trends and act as a thought-leader by developing communications on payments topics to support association members.

We share a passion of payments and are looking for an addition to our team with that same enthusiasm.

Position Summary

Reporting to the Consulting Business Leader, the Payments Consultant will support WesPay's wholly-owned subsidiary, WesPay Advisors, in completing consulting and risk management client engagements. The individual selected will be responsible for helping our clients transform their payments offerings and support their business by leading engagements in our various service categories: payments strategy, process improvement, regulatory compliance and treasury management. In addition, this role requires support of our Risk Management Services by performing on-site audits and risk reviews. The individual should be independent, entrepreneurial and comfortable working with client executives. This position may be based from a home office anywhere in the Western U.S. or in our San Francisco headquarters.

Key Responsibilities

- Lead consultant responsible for assigned engagements; payment experience and past functional responsibility will be considered in determining assignments
 - Prepare client proposal
 - Define scope of work
 - Structure consulting engagement
 - Plan timelines, meeting agendas, deliverables, etc.
 - Lead client through engagement
 - Analyze and interpret data
 - Formulate recommendations, draft and deliver final report
- Independent auditor responsible for completing on-site process audits and risk reviews
 - Prepare client proposal
 - Analyze member records, reports, and operating practices
 - Prepare and deliver findings in a final written report and presentation
- Draft articles, white papers and publications to demonstrate payments thought-leadership
- Support prospecting and business development activities
- Provide secondary support to other consultants
- Respond timely to member inquiries via the Payments Hotline via telephone and email
- Regularly meet with WesPay's membership
- Approximately 40-50% business-required travel is anticipated

Skills and Qualifications

- An experienced change agent at a financial institution or in a payments consultancy serving U.S. financial institutions with **5+** years of relevant consulting and/or industry experience
- Polished oral and written communication skills, including presentation skills, with proficiency in Microsoft Word and PowerPoint
- Ability to multi-task and demonstrated project delivery capability in a self-directed environment
- “Customer service” mentality with experience working regularly with clients and executive-level staff
- Self-starter with problem-solving skills and leadership capacity
- Business development capability
- Demonstrates honesty, respect and a high level of professional integrity
- AAP required or commitment to sit for **2019** exam
- Product Management, Treasury Sales or similar experience is a plus
- Salesforce CRM experience is a plus

Compensation:

Salary is commensurate with qualifications. Benefits include annual target bonus potential, medical, dental, vision, short and long-term disability insurance, along with life insurance, commuter checks, 401(k) with employer match, and paid vacation and sick days.

To be considered, please provide a resume and cover letter to [Melissa Giddens](mailto:mgiddens@wespay.org) at mgiddens@wespay.org describing related experience and expertise. Please submit your applications via email and include the job title in the subject line. We may not be able to respond to every applicant.

About WesPay

WesPay is shaping the future of payments by building and sharing knowledge to guide our members throughout their payments journey.

Founded in 1972, we work closely with our 1100 members across the Western U.S. to improve their payments business by providing information, education and advisory services. Our team of twenty professionals includes industry experts in a wide range of payments systems, with specialization in operations, compliance, risk management, and strategic planning. WesPay's member communications keep members informed, and our Payments Hotline and virtual online community provide member support with operational, compliance and risk management challenges. For more information, visit www.wespay.org. WesPay Advisors is a for-profit corporation and wholly owned subsidiary of WesPay. More information is available at www.wespayadvisors.com.