

Vice President, Payments Strategy

Since 1972, **wespay** has operated as a center of excellence in the payments industry delivering member-centric services to financial institutions, payment processors, fintechs, and similar organizations as a 1,000+ member payments association. Based on members' requests for tailored guidance, **wespay** launched its wholly-owned subsidiary, **wespay** advisors, in 2016 to deliver payments consulting and risk management services.

As payments is one of the hottest segments in the financial industry, **wespay** is seeking a Vice President, Payments Strategy to primarily support the fast-growing consulting line of business through the subsidiary. The selected individual will stay abreast of payments trends and act as a thought leader to impart payments knowledge and expertise in delivering tailored guidance to consulting clients. We share a passion for payments and are looking for an addition to our team with that same enthusiasm.

Position Summary

Reporting to the SVP, Payments Strategy, this position will serve as the lead consultant for **wespay** advisors in executing the majority of our client engagements. As a Senior Payments Consultant, the individual selected will be responsible for helping our clients transform their payments offerings and support their business by delivering engagements in our various consulting service categories: payments strategy, process improvement, regulatory compliance, and treasury management.

Common consulting requests include helping financial institutions launch/enhance payments services for businesses, recommending operational process improvements, refining Third-Party Sender due diligence processes, evaluating ACH Origination underwriting policies, and developing payments strategies to seize the faster payments opportunity. Project assignments are determined based on payments expertise and past functional responsibility, in tandem with our team of supporting consultants.

This position may be based from a home office anywhere in the Western U.S. close-by to a major airport or in our San Francisco headquarters. Approximately 20-30% business-required travel is anticipated; travel needs may be higher during peak periods.

Key Responsibilities

- Serve as a Senior Payments Consultant responsible for assigned engagements and overall support for **wespay** advisors' consulting offering, which includes:
 - Structure consulting engagements, including defining scope of work, planning timelines, meeting agendas, and executing deliverables
 - Lead clients through tailored engagements based on agreed upon timelines and project priorities; serve as main client contact
 - Analyze and interpret data, processes, and information collected through deep-dive discussions with clients to formulate recommendations
 - Draft and deliver final materials, including written reports, workflows, and similar client-centric and customized documentation
 - Ensure timeliness of consulting project components, including meeting critical deadlines
 - Provide secondary guidance for supporting consultants and/or serve in a project management capacity for those engagements
- Perform administrative tasks, such as invoicing clients, updating Salesforce and project management tool with client activities, time tracking for consulting activity, and completion of expense reports
- Regularly meet with **wespay** members in person, via phone calls or webinars
- Provide back-up support for **wespay**'s Payments Hotline via answering member phone calls and emails with payments-related inquiries
- Fulfill other duties, as assigned

Skills and Qualifications

- Minimum of 10+ years of relevant experience at a financial institution, payments provider, or in a payments consultancy serving U.S. financial organizations; Bachelor degree in business, finance, or similar specialty
- AAP required; similar industry credential(s) a plus
- Advanced oral and written communication skills, including polished presentation skills to internal and external stakeholders, C-Suite executives, and Board members

- Ability to multi-task and demonstrate project delivery capability in a self-directed and fast-paced environment
- Deep understanding and expertise in the payments industry, such as trends, disruptions, complexities, and opportunities
- Self-starter with problem-solving skills and leadership capacity as **wespay** advisors' lead consultant
- Strong 'client service' mentality and demonstrated ability to deliver results for clients
- Outstanding cross-functional collaboration and highly effective independent worker in a nationally disbursed team
- Thrive in a culture of ownership, delivery, service, and continuous improvement
- Demonstrates honesty, respect, and a high level of professional integrity
- Proficiency with Microsoft's suite of products and cloud-based technology solutions
- Salesforce CRM experience is a plus
- Product Management, Treasury Sales, Project Management, or similar 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](#) 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. Our team of twenty-two professionals includes industry experts in a wide range of payments systems with specialization in operations, compliance, risk management, and strategic planning. For more information, visit us at www.wespay.org or **wespay** advisors at www.wespayadvisors.com.