



Title: VP, Mobile Payment Services

Location: Newark, New Jersey

Position Description:

Reporting to the SVP of Product Management, this exciting role will be responsible for managing the innovation, development and launch of new mobile payment and remittance services, including money transfer, prepaid debit and international bill payment.

We are looking for a star in the mobile payments arena. The candidate should live and breathe mobile, the payments ecosystem, blockchain technology and fintech.

This industry specialist will be responsible for the end-to-end creation of new and exciting mobile payment products and services including; concept creation, market research, developing business cases, writing product requirements, working with technical leadership to solidify the design approach, act as the business sponsor for the related product development and implementation activities.

The candidate will partner with Marketing and Sales Channels to determine product positioning and placement, coordinate product launch activities, and ensure successful customer/market adoption.

Responsibilities:

In partnership with other internal stakeholders (Channel, Marketing and Technology) lead the following activities:

- Provide strategic leadership in the identification, analysis and implementation of new mobile payment services including but not limited to: micro-payments, international value transfer, and mobile wallets.
- Identify and vet product enhancement ideas for IDT's money remittance and payment services. Identify and vet process/system improvement ideas to increase efficiency and improve quality of service.
- Work closely with the Channel and Marketing to identify target markets, product positioning, pricing
- Manage the remittance and payment product roadmaps
- Prepare business case justifications and determine metrics for success for projects as needed.
- Provide cross-functional leadership in the resolution of day-to-day technical and commercial issues.

- Ensure product life cycle activities are cared for including but not limited to market expansion, metrics reporting, customer support, and internal policy/procedure improvements.
- Provide insight into the competitive fintech landscape on an ongoing basis and adjust development priorities accordingly.

The VP Payment Services will sponsor development projects through the internal product development process including the following functions:

- Prepare business requirements documentation that includes input from all impacted organizations (Channel, Operations, Technology, Legal, Finance).
- Work with technical and commercial organizations to formulate technical design and implementation plans.
- Ensure all systems and business process impacts are considered within the requirements and implementation plan.
- Provide leadership and act as the point of escalation to resolve day-to-day issues for various activities to keep project due dates on track.

Perform UAT testing of new product capabilities

Qualifications:

- Industry experience with one or more mobile payment products
- A deep understanding of B2B and DTC domestic and international payments industry and marketplace.
- 3+ years in a leadership position for one or more mobile payment services.
- Experience with services delivered via a wide variety of customer touch points such as retail store distribution, mobile web, and mobile apps
- Entrepreneurial results oriented attitude
- Experience working in an agile environment.
- Highly resourceful, creative, and self-directed.
- Adept at driving cross-functional decision making regarding complex commercial and technical opportunities and challenges..
- BA degree.
- Superior verbal and written communications skills
- Results oriented collaborative approach
- Ability to travel as needed

To apply for this position, please e-mail your resume to susan.nankivell@idt.net.