



Do you have what it takes  
to build innovative products for  
thousands of people across markets?

## **Apply now for the CARDS AND PAYMENTS AREA MANAGER position with market challenger Inbank.**

Inbank is a consumer finance focused digital bank with a EU credit institution license, active in seven countries.

**Cards and Payments Area Manager** will be the key driver of innovating, curating and managing the P&L of a new strategic product line within Inbank Group.

Reporting to Head of Group Business Development, you will have the opportunity to lead and coordinate actions that directly impact the product line's success including design, development, positioning, sales strategy, pricing and more.

### **KEY RESPONSIBILITIES INCLUDE:**

- Build innovative strategies for, conceptualize and execute a new and scalable product line whilst developing approaches for product lifecycle management
- Actively analyse and incorporate relevant new trends and emerging technologies in the payment ecosystem to help shape the direction of Inbank Group
- Set clear goals for business performance and monitor sales and profitability- based KPIs related to product line
- Cultivate and develop the execution of agreed initiatives, sales and channel strategy
- Recommend strategies and goals for marketing, promotions and other communication of payment products and related programs
- Ensure product-related sales support
- Build and successfully manage relationships with key stakeholders, local and international industry partners, 3rd party service providers
- Work in close collaboration with Group and country units to uncover opportunities and leverage group-wide best practices
- Remain open to other assignments and duties

### **YOU ARE ABLE TO DEMONSTRATE:**

- An entrepreneurial mindset
- Prior success in a cards, payments and/or e-commerce focused role
- Deep understanding of card and payment infrastructures and key applications
- Experience in managing multiple projects, with competing resources and priorities
- Track record of success in setting and achieving goals of increasing complexity
- Superb strategic thinking with ability to convert strategy into clear, actionable tactics whilst bringing deals and initiatives to a successful closing
- Excellent communication and teamwork skills

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### **Contact**

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