

Candidates Submitted / Awaiting Interview
New Role
Ongoing Role



FRAUD / COMPLIANCE RISK			
NP	<b>Senior Bid Proposal Manager</b>		Ref: <b>TPNWK1108-6</b>
	<b>Package</b>		<b>£45,000 - £60,000 + excellent benefits</b>
	<b>Location</b>		<b>London</b>
Our client aims to attract, retain and develop the best in the industry. They provide unrivalled possibilities for their people to grow their careers. They invest in people, offering the best coaching the best coaching and training. They also provide their people with the opportunity to contribute to their leading corporate and social responsibility practises. The scope and scale of their organisation provides existing opportunities to grow and develop your career.			
NS	<b>Product Risk Reviewer</b>		Ref: <b>TPNEM1105-40</b>
	<b>Package</b>		<b>£60,000 + Benefits</b>
	<b>Location</b>		<b>London</b>
To carry out Product Risk Reviews of products and services offered by this brand to its membership, covering a mix of technical and business activities. Carry out research in topics which have a known or implied impact to the payment industry to keep abreast with developments which may be of significance to the business. Review other documentation, such as specifications, implementation guides, member letters, change impact assessments which the product risk office needs to review from time to time.			
MARKETING			
NS	<b>Product Manager</b>	<b>Expense</b>	Ref: <b>TPNMA 1108-7</b>
	<b>Package</b>		<b>£60,000 - £70,00</b>
	<b>Location</b>		<b>London</b>
The Corporate Cards payments business within Transaction Banking has been identified as a significant growth and subject to new investment. To underpin this growth a number of roles are being added to focus on developing the breadth and depth of the payment propositions to support customers across the Wholesale Banking sector.			
NP	<b>UK Management Consultant</b>		Ref: <b>TPNSM1104-16</b>
	<b>Package</b>		<b>£50,000</b>
	<b>Location</b>		<b>London</b>
The Corporate Cards payments business within Transaction Banking, has been identified as a significant growth opportunity, and subject to new investment. To underpin this growth a number of roles are being added to focus on developing the breadth and depth of the payment propositions to support customers across Wholesale Banking.			
NP	<b>Marketing Director</b>		Ref: <b>TPNTM107-14</b>
	<b>Package</b>		<b>£90,000 -£130,000 Basic + Bonus + Benefits</b>
	<b>Location</b>		<b>Flexible South East</b>
My client is a leading payment solutions provider, currently looking to appoint a Marketing Director. Great opportunity for a multi-disciplined Senior Marketing Leader /Manager, who can optimise existing products and channels – both retail and online. Somebody with both vision and execution ability, who will also bring strong commercial awareness to the role. The role will require somebody with a good knowledge of financial services, ideally with an understanding of money transmission & payment acceptance/processing both in retail and an online environment. Specific retail financial services experience would also be an advantage.			
NP	<b>Yield Manager</b>		Ref: <b>TPNJA1108-06</b>
	<b>Package</b>		<b>£50,000 -£60,000 + Bonus + Excellent</b>
	<b>Location</b>		<b>London</b>
By developing a deep understanding of the dynamics of pricing to merchants and direct costs incurred deliver optimal pricing and margins, improving customer / sector / segment profitability.			
NS	<b>M Commerce Strategic Business</b>	<b>Development Manager</b>	Ref: <b>TPNSM11-8</b>
	<b>Package</b>		<b>£60,000 + £80,000 - £90,000 OTE</b>
	<b>Location</b>		<b>London</b>
	Develop partnerships through channel deals and acquisitions with a focus on Mcommerce and mobile payments		

NP – Noel Preston, NS – Nick Shirtcliffe

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SALES		
NS	<b>Senior Sales Manager Major Corporate Accounts &amp; Partnerships</b>	Ref: <b>TPNLM1111-6</b>
	<b>Package</b>	<b>£70,000 - £75,000 + OTE £85,000 - £90,000</b>
	<b>Location</b>	<b>London</b>
This role requires in depth knowledge and understanding and strong experience within commercial card sales.		
NS	<b>Sales Manager Mid</b>	Ref: <b>TPNLA1110-9</b>
	<b>Package</b>	<b>£55,000 - £60,000 + OTE £65,000 - £70,000</b>
	<b>Location</b>	<b>London</b>
This role requires in depth knowledge and understanding and strong experience within commercial card sales.		
NS	<b>New Business Major Accounts</b>	Ref: <b>TPNWA1110-10</b>
	<b>Package</b>	<b>£60,000 + £90,000 OTE</b>
	<b>Location</b>	<b>Home Based</b>
This role requires in depth knowledge and understanding and a strong experience of international acquiring, multi-currency and cross border acquiring		
NS	<b>New Business Major Accounts UK</b>	Ref: <b>TPNWA1110-9</b>
	<b>Package</b>	<b>£55,000 + £80,000 OTE</b>
	<b>Location</b>	<b>Home Based</b>
This role requires in depth knowledge and understanding and strong experience within acquiring. This role is situated in the Major Corporate Accounts team.		
NS	<b>Head of Sales, Card Acceptance</b>	Ref: <b>TPNCJ1108-13</b>
	<b>Package</b>	<b>£65,000 - £75,000, OTE 90,000 - £110,000 Bonus 40%</b>
	<b>Location</b>	<b>Cheshire</b>
Reporting to the Head of Card Acceptance, the position is responsible for driving the future growth of the business by providing vision, direction and leadership. Managing and developing a team of Regional Sales Managers and Field Sales Managers, the role leads on sales strategy and execution working with colleagues (client, product and marketing leaders) to ensure rapid sales growth: winning, securing, managing and developing customers.		
NS	<b>Sales Manager Large Market Sales</b>	Ref: <b>TPNCJ1108-13</b>
	<b>Package</b>	<b>£40,000 / £45,000 + Excellent Benefits</b>
	<b>Location</b>	<b>Home Based</b>
Large Market Sales is a growing sales channel within UK Merchant Acquisition. Large Market Sales is designed to focus on key merchant segments where we can improve the perceptions of card acceptance while identifying new sectors to generate future growth and profitable business. The role of the large Market Sales Manager is to sign new Merchant relationships, negotiate profitable card acceptance agreements, focus on increasing our spend coverage in new & existing industry sectors, such as Insurance, Education and on-line merchants, as well as traditional areas such as Retail. The individual must be able to seek out new opportunities that meet the criteria for the Large Market Sales Channel, developing a Sales Pipeline sufficient enough to exceed sales targets and be able to drive prospect negotiations through to signed business.		
NS	<b>Head of Sales, UK</b>	Ref: <b>TPNHG1108-18</b>
	<b>Package</b>	<b>£90,000 - £120,000, OTE 140,000 - £180,000</b>
	<b>Location</b>	<b>London</b>
Our client is the global source for innovative payment solutions – the one company that clients and partners everywhere trust to securely and reliably manage their payment business. Whatever merchants need and whenever they need it, they deliver innovative and secure solutions to help them increase revenues, decrease costs, and sharpen their competitive edge.		

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NS	<b>Sales Manager, Large Corporate</b>		<b>Ref:</b>
	<b>Package</b>		<b>£33,000 - £40,000, OTE 55,000 - £60,000 +</b>
	<b>Location</b>		<b>Home Based</b>
<p>The Sales Manager will be principally accountable for managing and developing sales in the "mid market" area which is card turnover above £5million per annum, in support of the agreed P&amp;L objectives for the credit card business.</p>			
NS	<b>Snr Business Development Manager</b>		<b>Ref: TPNE1107-08</b>
	<b>Package</b>		<b>£70,000 - £75,000 Basic + Bonus + Benefits</b>
	<b>Location</b>		<b>London</b>
<p>My client is a global payments solutions company, looking to appoint a Senior Business Development Manager to join their team.</p>			
NS	<b>Pre-Paid Project Manager</b>		<b>Ref: TPN111-9</b>
	<b>Package</b>		<b>£60,000 - £70,000</b>
	<b>Location</b>		<b>Berkshire</b>
<p>A global communications service provider offering wholesale and retail telephony services using conventional circuit-switched and Internet protocol (IP) telephony. Initiate, plan, execute, monitor and control large, complex projects. Establish trusted relationships with internal and client stakeholders. Understand the implications of different technical choices and guide clients to the best solution for their situation. Communicate with senior management from internal and external stakeholders how the initiative(s) are progressing. Manage the strategic aspects of large engagements and mitigates any risk. Provide leadership and oversee project teams that are often geographically and time-zone dispersed. Ensures quality assurance procedures are established. Establish development practices that are aligned with the company's strategic initiatives. Pursue and support diverse initiatives as required by management. Ensure that risks are identified before they occur and take steps to prevent them turning into issues. Ensures accountability for the whole project.</p>			
NP	<b>Director, General Manager</b>		<b>Ref: TPNMB1107-28</b>
	<b>Package</b>		<b>€100,000 + Bonus+ Benefits OTE €150,000</b>
	<b>Location</b>		<b>Dublin</b>
<p>My client is a leading International Assistance and Protection Insurance company based in Dublin and they are currently looking to recruit a Director, General Manager to report into Regional Director, Northern Europe &amp; Middle East. The purpose of the role is to contribute to the formulation of an overall strategy of the business and take part in corporate decision making on a continuing basis. To be responsible for the formulation and successful implementation of company policy and directing corporate strategy towards the profitable growth and operation of the company. Also to monitor the overall actions of the Business Unit and ensure the optimum financial performance of the company.</p>			
NS	<b>Commercial Sales Manager Card Aquiring</b>		<b>Ref: TPNBN1201-4</b>
	<b>Package</b>		<b>£32,000 - £40,000 OTE £47,000- £55,000</b>
	<b>Location</b>		<b>Kent</b>
<p>Our client is requires a person with sales/business development experience, with full knowledge of the card acquiring payment and data solutions market. You will also require working knowledge of acquiring schemes, their drivers, industry dynamics, interchange and future product service deliverables. Also required is an up to date knowledge of Industry related technical development, relevant third party suppliers (e.g. technology) and partners. An exceptional sales and profit performance record. Proven ability to build and maintain relationships at all levels. Proven success rate in negotiating . As a suitable candidate you must be able to deliver business results, be able to influence and manage the Customer Relationship, negotiate and make analytical decisions. In addition to this you be a team player that is self motivated, who is competent in planning and control, pay attention to detail, excellent communications skills, both oral and written and the ability to help others to learn.</p>			

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NS	<b>Head of Relationships</b>	<b>Ref: TPNSM1201-6</b>
	<b>Package</b>	<b>£65,000 + OTE £80/85k</b>
	<b>Location</b>	<b>London</b>
<p>Our Client is seeking someone to become the Head of their Relationship Team: Part of a high profile Sales team reporting directly into the UK Sales Director. A primary interface into middle management and executives. Acting as a point of escalation and leading the relationship development. You will need to have a deep understanding of managing and developing a partnership type relationship to agreed outcomes. Proven record of influencing decision making within large organisation with multiple contacts and multiple operating companies that have multiple priorities. In-depth knowledge of products and procedures, and of the wider card industry. Working knowledge of internal systems eg LMS/MOSS/MIS. Proven relationship management experience Negotiation and Presentation skills – including public speaking High level verbal and written communication skills Ability to lead, coach, manage, motivate and develop staff.</p>		
NS	<b>Head of Strategic Partnership Team</b>	<b>Ref: TPNSM1201-5</b>
	<b>Package</b>	<b>£65,000 + OTE</b>
	<b>Location</b>	<b>London</b>
<p>Our Client is looking for someone to Head of their Strategic Partnership Team. To apply for this role you will need to have proven ability to manage and develop complex partnerships across multiple contacts. Extensive understanding of strategies, products, procedures and systems. Appreciation of competitive strategies within the industry. The ability to influence at most senior levels both internally and externally. In-depth understanding of acquiring business model. Proven ability to transfer complex data into meaningful information. Strong commercial awareness. Excellent analytical reasoning. Ability to lead, manage, motivate and develop staff. Excellent planning and prioritisation. Excellent communications and interpersonal skills</p>		
NS	<b>Mid Market Sales Manager</b>	<b>Ref: TPNGN2012-7</b>
	<b>Package</b>	<b>£42,000, 30% OTE, shares</b>
	<b>Location</b>	<b>London</b>
<p>A great opportunity for an aspiring sales professional to join the global online payments division of a world ecommerce leader, in a dynamic and fast paced growth environment. The individual will become part of the UK Large Merchant Services team charged with securing acceptance across a broad range of eCommerce merchants. The successful candidate will be highly effective in remotely navigating the customer through all facets of the B2B sales process from prospect prioritization through to technical integration and will have demonstrated ability of delivering a value based sales proposition. Primary method of engagement will be via telephone/email with concentrated cost and time effective face to face follow ups where required. They successful candidate will be part of a London headquartered sales team and working in conjunction with a Dublin based Operations team. Targeted prospects will be UK based ecommerce merchants primarily from the retail sector, a combination of small national chains and strong pure internet players</p>		
NS	<b>Principle Consultant</b>	<b>Ref: TPNWB2012-8</b>
	<b>Package</b>	<b>£75,000 - £80,000</b>
	<b>Location</b>	<b>Hertfordshire</b>
<p>The Principle Consultants' role will be provide internal and external consultancy in business requirements, process design and solution architecture. Also interface between Business Unit (Sales, Product, Scheme) to COO (IT and Delivery teams) and to generate revenue via client and prospect engagement. The correct candidate for this position requires experience with modern structured analysis, architecture &amp; design methods such as RUP, TOGAF and Agile disciplines</p>		

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