

https://fintechnews.am/?post_type=jobs&p=47759

JPM Payments- FinTech, Digital Media & Gaming-Sales Associate

Description

Responsible for supporting Payments Sales Managers (PSM) with sales efforts across the JPMorgan Payments universe and the day to day relationship management of clients in the Gaming, Digital Media & FinTech segment.

Responsibilities

- Develop strong relationships within clients Treasury organizations – anticipate client needs/challenges and proactively engage appropriate JPMorgan Payments partners to develop comprehensive solutions.
- Assist PSM's with the management of cross-functional/regional deals – support new bids by coordinating with product partners to develop solutions, understand/build pricing and profitability models, support RFP/RFI submissions, etc.
- Prepare client research, pitch materials – build a strong internal network to own meeting follow up's
- Gain a firm understanding of clients Treasury objectives – develop account plans, briefing memos and support relationship reviews in partnership with the client service organization.
- Coordinate/negotiate onboarding documentation and help manage seamless integration with implementation partners.

Qualifications

- 2 + years experience in cash management or related field
- Strong verbal and written communication skills with the ability to synthesize complex problems into concise conclusions
- Goal driven with the ability to foster innovation and solve problems creatively
- Strong time management, organizational and planning skills and ability to manage multiple priorities concurrently with keen attention to follow-up coordination
- Ability to mobilize internal networks and resources
- Must be proficient in Excel, Word and PowerPoint
- Basic understanding of the Gaming, Digital Media & FinTech industries and JPMorgan Payments with a keen focus on Treasury Services a plus BA/BS

Hiring organization

JPMorgan Chase & Co.

For over 200 years, JPMorgan Chase & Co has provided innovative financial solutions for consumers, small businesses, corporations, governments and institutions around the world.

Today, we're a leading global financial services firm with operations servicing clients in more than 100 countries.

Whether we are serving customers, helping small businesses, or putting our skills to work with partners, we strive to identify issues and propose solutions that will propel the future and strengthen both our clients and our communities.

Employment Type

Full-time

Job Location

San Francisco, CA

Date posted

21 September 2022

APPLY