



Director Cards & Payments

We are looking for a Director for the bank's Cards & Payments Division, to join our dynamic team.

Job details

Job type: Full-time, Permanent

Location: Athens, Greece

Apply via email to: Recruitment@atticabank.gr

About the job

As a Cards & Payments Director, you will assume full responsibility for designing and developing new card issuing and acquiring products as well as shaping and executing the bank's Payments strategy across all service channels and supported means of payments. The role involves the organization and optimization of the division's functions, in strict alignment with the bank's policies and regulations. Managing human resources within the unit including coordination, support and strategic guidance, is also a key aspect. Reporting directly to the Chief Retail and Digital Officer, the ideal candidate will demonstrate strategic foresight, an inherent customer service and sales orientation as well as the ability to lead in a dynamic environment while demonstrating commitment to achieving the organization's goals.

Responsibilities:

- Design and develop innovative card products while crafting pricing strategies across different customer segments
- Manage collaborations with payment schemes, such as Visa and Mastercard in alignment with the bank's decisions
- Exercise oversight over the implementation, coordination and control of card (issuing and acquiring) as well as payment projects with various stakeholders (indicatively card schemes, including Visa & Mastercard, card processors, the National Automated Clearing House (DIAS), other bank units, etc.)
- Craft and execute the bank's Payments Strategy, across all service channels and supported means of payments, including electronic payments for governmental agencies and organizations such as GSIS and the General Secretariat for Digital Governance
- Conduct thorough market analysis and research, assessing domestic and international competition regarding products and pricing
- Design and implement promotional activities in close collaboration with relevant units
- Collaborate proactively with various areas to expand relationships with existing customers in the realm of electronic payments and acquiring and attract new legal entities to payment/collection services /card acquiring through direct contacts or collaborative efforts with other units
- Evaluate and enhance client performance responsible for amplifying transaction volume, size and commercial quality of the customer portfolio (including merchants, card holders and payees)
- Define business specifications for new or revised products and develop profitability models (P&L) for related products and services
- Enhance sales performance through seamless coordination with various bank units



- Ensuring activation and comprehensive development of cardholders and payments clientele
- Ensure the efficient support of card and payments operations, in cooperation with the respective operations units of the Bank.

Qualifications:

- Bachelor's degree, preferably in Finance, IT/Engineering, Business Administration or any other related field of study
- Master's degree in a relevant field will be considered an asset
- 10 years' of related professional experience, with a minimum of 5 years in managerial positions
- Proficiency in both verbal and written English
- Adept in navigating change and contributing to strategy development
- Exceptional skills in data analysis and business planning
- A results-oriented focus, underscored by robust problem-solving and decision-making capabilities
- Customer service orientated and commercial and competition awareness
- Strong communication and negotiation skills.

About Attica Bank

Attica Bank S.A was established in 1924 and is a dynamic financial services company, with a network of 37 branches located in the main cities of Greece.

Attica Bank offers the full range of banking products and services, including investment and bancassurance products, serving all major market segments like individuals, small & medium enterprises and large companies. We recognize that our people are our strength, and the diverse talents they bring to our workforce are directly linked to our success. We are an equal opportunity employer and place a high value on diversity and inclusion.

More information about the Bank is available on our website <https://www.atticabank.gr/>

We respect your personal data

Attica Bank, taking into account that the personal data of candidate employees is of great importance, informs you in accordance with Regulation (EU) 2016/679 and the relevant provisions of the applicable Greek legislation for the protection of personal data, in its capacity as controller of the type of personal data it collects, the reason they are collected and processed and how long they are retained here bit.ly/3uUXmR3.