



Our people are our competitive advantage.

At Butterfield, we pride ourselves on being approachable, disciplined and proactive. If you embody these qualities and have the necessary experience, you may be the one we're looking for.

Senior Vice President, Group Head of Card Services

Electronic Banking – Bermuda & Cayman

With a dual reporting line to the heads of banking in both Bermuda and the Cayman Islands, this position is responsible for the credit card business line across the Group. The incumbent defines the strategic direction for Group's credit and debit products, manages the Profit and Loss statement ("P&L") and develops new products and services that will create increased market share.

Your responsibilities will include:

- leveraging existing capabilities and defining product gaps that must be filled to deliver competitive debit and credit products that will drive significant revenue growth within a three to five year timeframe
- implementing policies that will maximise effectiveness for the card programmes across the Group, whilst maintaining customer service
- developing and implementing a product strategy to guide short and long-term decisions around product features, support, pricing and sales
- developing product enhancements based on understanding of the marketplace for debit and credit products that can compete with established competitors
- working with processing partnerships to ensure best in class features and support are enabled and are seamless for customers
- tracking industry trends and competitive innovations and use insights to inform development of our programme strategies

Your experience may include:

- Master's degree (M.B.A.) plus eight years experience or 15 years of experience with at least 10 years relevant experience at a senior management level with P&L responsibility
- proven track record of working with cross-functional groups to identify payment market needs and solution development
- in-depth knowledge of the Visa & MasterCard payment networks
- ability to manage and maximise value of partner relationships is critical
- proven ability to motivate and lead a team to meet growth and performance targets with well-developed and proven management and leadership skills
- strong project management skills
- creativity and ability to deliver innovative solutions in the continuously evolving realm of electronic payments
- superior communication skills (both oral & written) and strong negotiating skills
- exceptional presentation skills and comfort in dealing with all levels of an organisation
- approximately 20% international travel required

Please apply by 5 April 2012 to:
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www.butterfieldgroup.com



Butterfield

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