

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.

Vice President, Head of Merchant Services Bermuda & Cayman

Card Services

This position reports to the Senior Vice President, Group Head of Card Services and is responsible for design and implementation of a competitive line of merchant products and services that contributes to the profitable growth of the Bank's merchant portfolio in Bermuda and Cayman.

Your responsibilities will include:

- formulating and recommending to executive management the overall strategy for merchant acquiring, including strategies for new and improved products, delivery systems, customer service, fee structures, processing systems and marketing
- strategically managing the relationship with our third-party processors and vendors, including negotiating complex service and fee agreements and in leveraging our position to obtain competitive pricing
- creating and executing annual plans by product line, including the development of profitability models, taking steps to ensure annual growth and profitability objectives are met
- developing and launching new products and services to meet identified market and customer needs
- providing support and training to ensure that line and staff personnel develop the necessary product knowledge and skills to service the Bank's customers and sell the Bank's products
- managing relationships with internal service providers, especially IT, to ensure product requirements are clearly defined and that systems delivered meet requirements
- liaising with internal departments to ensure all new and existing products fall within acceptable risk parameters for the Bank

Your experience/skills should include:

- university degree in accounting, finance or related discipline with a minimum of seven years' extensive merchant acquiring experience
- five years' experience in a management capacity
- sound knowledge of Visa and MasterCard bankcard operating regulations
- well-developed financial skills and experience to manage the profitability of the merchant portfolio
- the ability to execute initiatives effectively and deliver results in the local market environment with multiple product platforms
- excellent communication (both verbal & written), analytical, critical, management and negotiation skills
- proficient in Microsoft Office suite of applications

CLOSING DATE: 4 April 2016

All applications should be forwarded **via e-mail** to: resumes@butterfieldgroup.com

ATTENTION: Human Resources

Hardcopy applications will not be accepted.

www.butterfieldgroup.com



Butterfield

THE BAHAMAS | BERMUDA | CAYMAN ISLANDS | GUERNSEY | SWITZERLAND | UNITED KINGDOM