

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 Card Services – Bermuda & Cayman

This position reports to the Executive Vice President, Head of Retail Banking – Bermuda and Cayman 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 supports are enabled and are seamless for customers
- tracking industry trends and competitive innovations and using insights to inform development of our programme strategies

Your experience/skills may include:

- Master's degree (M.B.A.) plus 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 and 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 with 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
- proficient in Microsoft Office suite of applications

CLOSING DATE: 25 June 2018

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 | JERSEY | SINGAPORE | SWITZERLAND | UNITED KINGDOM

The Bank of N.T. Butterfield & Son Limited is licensed to conduct banking business by the Bermuda Monetary Authority.
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