

United Arab Emirates Jobs Expertini®

Consulting Director Jobs In Dubai 2022 | Visa

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Company: Visa

Location: , Dubai, United Arab Emirates

Category: management

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Job Description

The Visa Consulting & Analytics Director is a senior role in the Middle East North Africa consulting team (MENA). We are seeking a strategic, innovative, and analytical thinker with main ability to deliver data driven solutions through a consultative approach.

In this role, you are expected to deliver across multiple key areas:

Design, develop and implement end to end strategic programs across multiple areas, New product development, customer life cycle management, digital innovation, and risk that are data driven for our clients. Develop high-impact storyboards that promote data-driven strategies and solutions.

This role is dedicated exclusively to working on a key client account based in the UAE market and will require frequent commuting to Abu Dhabi with full time commitment on client premises.

Job Responsibilities:

Design and deliver Consulting and Analytics programs by identifying innovative opportunities around data and data-related processes that will help our clients implement fact-based decisioning processes within their card & payment programs

Resolve complex strategic problems and set strategic direction and roadmap for client program delivery across multiple topics as new products, portfolio management, loyalty, digital and risk.

Synthesize and manage complex project structures. Manage, facilitate, and implement analytics and consulting services and meet client's business targets (assignment objectives, project scope, budget, paperwork, external consultants' supervision and project delivery).

Work closely with other VISA groups, including Product, Marketing etc., to ensure a seamless Consulting experience in the countries of focus.

Work with a broader team that consists of Business Managers, Consultants and Data Scientists from both Visa and client organizations to strategize, co-create, deploy and reap the benefits of data-driven solutions

Review, direct, guide, and inspire the consulting and analytical work of junior members in the team

Collaborate with internal Technology partners and Data Engineering function to best leverage Visa's internal technology platforms, data, and the broader Visa ecosystem to support our clients' technical data needs

Develop project pitches and secure new assignments with client, as well as re-engagements opportunities via a consultative sales approach to assigned client

Develop and deliver client-training programs and impart best practices knowledge sharing to VISA clients.

Where appropriate, work with designated practice areas globally to incorporate best practice, source analytical or other services and leverage global consulting solutions.

Manage the VISA Consulting budget and resources to perform all required duties.

Liaise with VISA functional teams (Finance, Audit, Legal, Tax, Sourcing) to define and implement processes to optimize the daily engagement of vendors and the relationships with clients.

Manage workload for self and any direct reports, providing prioritization guidance for project flow to improve process efficiency

Manage and grow talent within the team

Develop, share, and build global best practices and knowledge management within the team

Socialize innovative ideas and approaches that are scalable and have market demand

Comply with internal requirements around Model Risk Management, Visa Analytics Rules, and Global Privacy standards around client delivery to ensure that Visa's highly regarded market standing is maintained

Job Requirements:

+12 years of solid experience gained within the financial services practice of a top-tier consulting firm.

Experience working in one or more of the Card & Payments markets around the globe, with specific responsibilities in payments, retail banking, or retail merchant industries.

Deep consulting skills and client engagement capabilities. Advanced client management and presentation skills. Credibility with clients and working teams and diplomatic skills to extract desired outcomes. Comfortable interacting with and presenting to senior management of clients and VISA.

Post-graduate degree desired

Good understanding of Payments and the Banking industry, including card verticals such as consumer credit, consumer debit, prepaid, small business, commercial, co-branded and merchant

Highly analytical with advanced PowerPoint skills and Excel skills

Superior project management skills. Fluent communicator

Self-motivated and able to use own initiative with limited direction

Strong teamwork and collaboration skills with the ability to work effectively with interdisciplinary groups.

Experience building and cultivating teams

Experience planning, organizing, and managing multiple large projects with diverse cross-functional teams, including resource planning and delivery implementation

Ability to work in a multi-cultural environment.

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