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Description: The Visa Consulting Airline Director will be a subject matter expert across this critical industry sector. They will be key in ensuring that our engagements are of an exceptional quality and deliver value to all parties: /

Job Responsibilities: Ongoing evolution of the Airline consulting strategy within the Merchant Service Line consulting practice

Holistic understanding of the Airline industry (trends, players, best practices, multifunctional experience across strategy, optimization, organization etc)

Domain knowledge at industry level of customer & commercial aspects (CRM, Loyalty, Selling/ Servicing channels, etc.), operational aspects, back office (ERP, HR, Finance, etc.)

Development and expansion of offerings relevant to Airlines that support business growth including data related services, cobrands, VAS etc

Build close relationships with Airline partners to develop expert understanding of their specific evolving needs

Strong desire to collaborate with colleagues in the Merchant Services Team, Product, Risk, Digital, Managed Services and subregional and global teams to utilise their expertise and share yours

Ability to engage effectively with all levels of the organisation of both Visa and clients

Development of client proposals, delivery of client engagements and ongoing upskilling of colleagues
Qualifications: Bachelor's degree or equivalent. Master's degree preferred.

At least 8 years of solid end to end (strategy to operations) consulting experience in the following areas: Airlines, Payments

Strong facilitation skills

Experience should be gained within an Airline coupled with servicing the industry in a top-tier consulting firm. A combination of regional and global experience strongly desired.#J-18808-Ljbffr

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