



Expect Excellence

Payments Director

Job Description

BCS Consulting – What we do

BCS Consulting is a management consultancy working with clients in banking and financial services.

We're committed to delivering excellence and that's why world leading financial services businesses rely on us to bring about effective change within their organisations.

Our portfolio includes a varied and interesting range of multinational and UK banks, Wealth and Asset Management companies, insurance firms and payment and card companies.

As a team, we understand the importance of building on firm foundations and that's why you'll always find a broad range of core management consulting skills at the heart of our organisation.

The opportunity

BCS Consulting are looking for a Payments Director to join our Technology & Digital service line.

Over recent years, we've seen our clients' focus shift as they strive to become digital, data-driven organisations. To support them, our consultants need a diverse range of knowledge and skills covering all aspects of digital change - from agile software development through to cloud platforms, data management, advanced analytics, and more.

We've already made great strides to advance our capabilities and offerings. Our Technology & Digital service line brings together a group of consultants that have a passion for helping our clients on their digital journeys. We play leading roles in addressing some of their toughest challenges: implementing Open API architectures, evolving complex payments architectures, and integrating cutting-edge risk models and management systems. We're now looking for the next generation of senior technology practitioners to help take our offering to the next level.

Your knowledge in consulting and in this specific area will enable you to not only build our portfolio and market presence, but also help to develop and grow the BCS team internally.

At BCS, your career matters, that's why we invest in training and development, so alongside your day-to-day role you will have access to development opportunities allowing you to direct your career progression.

Responsibilities

The Payments Director will be responsible for leading and developing commercial prospects for BCS Payments within our growing Technology & Digital service line. The right candidate will:

- Be a credible Payments leader within the payments arena with deep experience working at payment providers, banks, and/or payments departments of major corporates
- Originate new commercial opportunities via their professional network
- Possess an excellent network of payments business leads and payments change directors across UK Banks, payment providers and large payment corporates
- Credentialise our payments capabilities and grow our brand through their own expertise
- Expand and enrich a team of payments specialists with the expertise to deliver the payments support our clients need
- Manage and develop our payments offering from a commercial perspective
- Lead the delivery of specialist payments consulting services to our clients

The role presents an excellent opportunity for a self-motivated leader to contribute to an exciting commercial offering in the payments space.

Knowledge and Experience Required

- Demonstrable expertise in common payment platforms across some or all of the following:
 - Payments product management / product owner
 - Traditional payment processing platforms
 - Cloud payments and Payment as a service (PAAS) platforms

- Domestic payment systems (FPS/BACS/CHAPS and international payment systems (SWIFT/SEPA)
- Retail payments and corporate payments
- Card-based and wallet-based payment mechanisms, card acquirers, card issuers, card processors and card networks
- Experience originating and closing client sales, particularly of payments services and/or solutions
- Experience guiding / leading the delivery of payments projects for clients
- Proven team management and leadership skills
- Entrepreneurial, driven and results-oriented

Desirable skills and attributes

- Experience working on payments strategy, particularly in the financial sector
- Extensive experience working in (or consulting to) financial services organisations, particularly in retail and commercial banking
- Experience working in the fintech or broader 'digital' space

Benefits

- Holiday 30 days.
- Full Vitality Health Insurance for employee plus family.
- Dental Insurance for employee.
- Life Insurance 4 x salary
- Permanent Health Insurance.
- Employee Assistance Programme scheme.
- Pension – up to 5% matched contribution.
- Employee Discounts and Wellbeing Platform.
- Monthly Lifestyle Allowance.
- Inclusive, diverse and collaborative culture.

BCS Consulting is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates from all sectors of the community. Disabled applicants are invited to make contact with us to establish any additional support required during the recruitment process.



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