



**TITLE:** Payments Technology Engagement, Innovation

**REPORTS TO:** CEO

**APPLICATION** - Submit applications to the following link [Tech Innovation Strategic Lead](#)

**JOB SUMMARY:** Lead MAG's effort to be the voice of the merchant in the payment technology space by:

- **Developing strategies to engage with payment innovators**
- **Increase member engagement through strategies that allow for collaboration and education with industry leaders**
- **Develop revenue stream by increasing FinTech and Technology sponsorships**
- **Leverage MAG's platform to help speed up adoption of merchant friendly payment innovation**

**DUTIES AND RESPONSIBILITIES:**

Strategic Leadership

- Develop and execute a strategy with regards to MAG engagement with payment innovations.
- Develop and execute expansion/growth strategies across payments technology and innovation efforts of the MAG.
- Develop a strategic plan for the value proposition of Tech Forum and innovation sponsorships
- Manage the overall P&L of the Tech Forum, including overall Tech engagement pricing
- Remain current on developments in the payment's technology space.

MAG Board Management

- Engage the Exec Tech Board in creating a strategic path for merchant technology engagement.
- Continuously assess membership to ensure the right level of expertise and depth is involved to identify and pursue payment technology opportunities.
- Develop materials and attend MAG Board of Directors monthly meetings to present and represent the strategic direction of the Tech Forum and Innovation initiatives of the MAG.

Lead Generation & External Relationship Management

- Generate new leads leveraging current relationships and creative methods of communication and outreach to expand the MAG sponsor and merchant member base focused primarily on payments technology experts and companies.
- Manage ongoing MAG Tech Forum sponsor, Fintech, and merchant member technology lead relationships to ensure overall satisfaction and retention.

## Internal Collaboration

- Leverage and align with MAG Project Management Office (PMO) on all strategic efforts of the MAG with special focus on, but not limited to, MAG payments technology and innovation program initiatives.
- Collaborate with the MAG Conference & Events team on execution of MAG Tech Forum events.
- Partner with VP, Collaboration and Education to address payments technology pain points merchants face in an effort to influence payments industry stakeholders and product development.
- Provide thought leadership in partnership with the MAG Communications team to author MAG articles and/or engage with external sources relevant to the payments technology and Fintech industry on issues of importance to our membership to enhance the merchants' voice.
- Attend MAG Tech Forum and other MAG events to support their execution.

## MINIMUM REQUIREMENTS

- 3 to 5 years of experience in payments technology
- 3 years of experience as a merchant or merchant service provider
- 2 years work experience in sales, business development, or a customer-facing role
- Superior written and oral communication skills
- Strong communication and presentation skills
- Ability to influence and negotiate with others
- Ability to think creatively and strategically
- Self-motivation
- Resilience
- Excellent skills in presenting technical content to business end users
- Proficient skills with Microsoft Office Suite
- Ability to travel as needed
- Bachelor's Degree required

**JOB TYPE** – Full Time

**LOCATION** – Remote

## About the MAG

The Merchant Advisory Group (MAG) plays a vital role in helping merchants and the industry shape innovative approaches to payments. Providing unparalleled collaboration and networking opportunities for merchants and sponsors, the MAG collaborates with industry stakeholders and advocates for merchants' interests. The MAG represents over 150 U.S. merchants which account for over \$4.8 Trillion in annual sales at over 580,000 locations across the U.S. and online. Roughly \$3.5 Trillion of those sales and over 100 billion card payments are electronic which represents approximately 62%\* of total U.S. card volume. MAG members employ over 14 million associates.

The Merchant Advisory Group is an Equal Opportunity Employer. All qualified applicants will receive consideration without regard to race, color, religion, gender, sexual orientation, gender identity, national origin or ancestry, age, disability or veteran status or other protected status.