

United States Jobs Expertini®

Network Strategist - Remote

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Company: Co-op Solutions

Location: United States

Category: computer-and-mathematical

THE OPPORTUNITY:

We are seeking a talented **Network Strategist** that will offer our clients/prospects insight and expertise related to the choices they have for their debit network provider. In the highly competitive debit network space, we need talent and expertise that can assist our teams as Co-op looks to maintain and grow our Co-op Pay Network revenue with existing clients as well as prospects.

WHAT YOU CAN LOOK FORWARD TO:

Working with CRO leadership, Product and Marketing teams—understand strategic direction, competitive positioning, and future goals of Co-op Pay Network for our current clients, and future prospects.

Partner with Division Executives and CBEs/CSGs to ensure we are providing deep focus on network renewals and growing our network reach within our existing client base.

Partner with Platform Sales leadership and RSM teams to assist with deep network conversations, value proposition articulation, etc. to further net-new network business conversations.

Assist in deal strategy related to both existing and new clients, and become an expert in the landscape of debit networks. Position Co-op Pay Network from both a pricing and competitive feature perspective as the debit network of choice.

Provide market feedback to our CRO leadership, as well as Strategy and Product Teams,

related to intel gathered through interactions with both clients and prospects to enhance Co-op's value proposition and competitive pricing.

Serves as an industry expert and articulate overall network environment as well as Co-op Pay Network attributes to internal and external audiences.

Delivers sales presentations, supporting materials/analysis, on-site client/prospect visit support and call support in conjunction with RSM/CBE/CSG teams to advance Co-op objectives.

WHAT YOU'LL NEED TO SUCCEED:

Knowledge of debit network landscape and related products, sales operations, industry best practices, etc. in credit union space.

Strong problem solving and critical thinking skills to formulate and execute strategy in alignment with Co-op business objectives.

Excellent communication, organizational and proven leadership skills.

Good presentation skills and sales background.

Strong, confident presentation style.

Excellent negotiation skills.

Ability to travel extensively (approximately 30%).

REQUIRED EDUCATION and EXPERIENCE :

Ten years of Financial Institution background in operations, marketing, sales, sales operations, platform or member services are required.

3-5 years of experience surrounding RFP process, vendor analysis, negotiations.

#joinourteam

For California, Colorado and New York Applicants: In accordance with the Equal Pay for Equal Work Act, the expected salary range for this position is between:

\$115,000.00 - \$145,000.00

Actual Pay will be adjusted based on experience and other job-related factors permitted by law.

This position qualifies for the following benefits; Co-op Solutions offers a competitive Total Rewards package: 401(k) with generous company match, Health, Dental, and Vision Insurance options, Health Savings Account/Flexible Spending Account, Life Insurance, Short- and Long-Term disability benefits, Pregnancy and Parental Leave, Tuition Reimbursement, Paid Time Off (PTO), Paid Holidays, Community Volunteer Time Off, and an Employee Assistance Program.

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