

## **Portfolio Analyst / Consultant, Issuer Debit, Credit, ATM, Networks**

**Effective Date:** November 2019  
**Position:** Portfolio Analyst and Consultant  
**Company Name:** Member Access Processing  
**Location:** Kent, WA  
**Supervisor:** Chief of Client & Training Services  
**Primary Career Focus:** Portfolio Analysis, Consulting, Reporting, Issuer Portfolio Productivity  
**Secondary Focus:** Relationship Management

### **MAP, LLC**

Member Access Processing, LLC and subsidiaries are a national reseller of Visa and Visa DPS global payments technology and solutions. Member Access Processing does not issue cards, extend credit or set rates and fees for consumers. Our companies provide partner innovations that enable our clients to offer consumers choices: Pay now with debit, ahead of time with prepaid or later with credit products. From the world's major cities to remote areas without banks, people are increasingly relying on digital currency along with mobile technology to use their money anytime, make purchases online, transfer funds and access basic financial services. All of which makes their lives easier and helps grow economies.

### **Position Description and Responsibilities**

- The position will lead the Debit / Credit / ATM / Network analytics of Member Access Processing clients and serve as subject matter expert to their assigned account executives and cross-functional team members - The Portfolio Analyst / Consultant will operate as the Debit / Credit / ATM / Networks subject matter expert in a consultative role to key clients; provide insights and reporting on trends, growth strategies, continuously review landscape and recommend, develop and implement new and creative approaches and strategic recommendations to help drive profitable growth for both Currence and clients.
- She/He will serve as the portfolio analytics expert spanning all aspects of monitoring and analyses related to card issuance, penetration, activation, usage, network profitability, portfolio management and client campaign and marketing analysis. Consultant will lead various business analytics on Debit / Credit / ATM / Network analysis, provide regular business performance monitoring and data-driven insights to senior management, clients and team members, and partner with and assist assigned teams with necessary analytics to support corporate and client portfolio management and profitability.
- She/He will represent their client's interest and needs on internal initiatives - this requires a thorough understanding of the client's strategies/key initiatives, underlying business philosophy, financial results, and key players, as well as Member Access Processing culture and approach for winning more business. Consultant will serve as key point of contact and liaison between sales, account executives, business partners, other cross-functional resources.
- The Consultant will develop and deliver data driven business performance analysis (BPA) to clients. BPA scope includes the analyses of business metrics, portfolio level performances, merchant segment penetration and network examination to identify gaps and opportunities. Consultant will structure analysis, develop issuer specific recommendations and deliver findings in the context of broader market and industry trends.

- Consultant will further operate on a consultative role in support of clients' business goals in identifying new product opportunities and developing relevant product line extension and value proposition strategies.
- Consultant will work collaboratively across Member Access Processing and client functional teams including marketing consulting, management, client services, product management, Visa, Visa DPS and others to develop and execute annual strategic plans and key initiatives.
- Consultant will work with clients in the ongoing evaluation, management, and development of Debit / Credit / ATM product line strategies, including new product platform launch; support sell-in and implementation of new product initiatives and capabilities.
- Consultant will develop and deliver presentations to senior level audiences internally and externally, including large audiences of 25+
- Support Request for Proposal (RFP) and new business development opportunities, and work with sales organization to prepare, present, negotiate and win deals for assigned product lines.

#### **Qualifications Requirements:**

- Strong contributor with 8-10+ years' experience in issuer Debit, Credit, or product management and product marketing disciplines with proven leadership capabilities
- Strong analytical skills and business case development experience
- Ability to interpret data and translate findings into strategic insights and actionable recommendations
- Sharp analytical thinker and proven thought leader
- Strong communication skill ability to work with multiple teams/stakeholders, understand key business objectives, communicate complex concepts effectively to different audiences
- Business acumen, excellent presentation and written communication skills
- Experience presenting to and dialoging with senior management level audiences, both internal and external
- Ability to collaborate and work effectively across functional areas to influence and achieve consensus on goals and objectives
- An ideal candidate would also have consulting experience, prior experience within banking, bankcard and/or other financial services. MBA or equivalent preferred. Proficiency in analytical tools a plus
- Up to 20% travel
- Advanced skills in MS Excel and MS Access
- Working knowledge of software tool Tableau

#### **Physical Requirements**

- Sit and work for long periods of time (75-100%)
- Read documents necessary to the daily performance of essential functions (75-100%)
- Competently operate standard office equipment: personal computer, telephone, photocopier and fax machines (75-100%)
- View a computer terminal for extended periods of time while producing documents, conducting research and working with clients (75-100%)
- Lift boxes and equipment weighing up to 30 pounds (15-30%)
- Travel offsite and operate a motor vehicle for moderate periods of time (15-30%)

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Portfolio Analyst / Consultant

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Chief of Client & Training Services

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Date