



<https://fintechnews.africa/job/manager-product-management-channel-segment-solutions-emerging-markets-acceptance-at-mastercard/>

## Manager Product Management, Channel & Segment Solutions, Emerging Markets Acceptance

### Description

The Segment & Channel Solutions (SCS) team is a global 'Product & Engineering' function. The goal of the SCS team is to create solutions, business models, products and services, to make it easy, affordable and accessible for merchants to accept payments through electronic means using the mastercard scheme and technology. The team will focus on 'emerging markets' where electronic payment methods and acceptance is currently under penetrated. The Manager, Segment & Solutions role will be part of the wider SCS team.

### Responsibilities

- Analyze emerging markets acceptance through a Segment and Channels lens, to identify and document trends and opportunities
- Analyze and define business opportunities with Segments & Channel Partners globally
- Make product and solution proposals to address challenges and opportunities in emerging market acceptance
- Develop product design, write business requirements, business case, business model canvas
- Build and manage the business plan and model for new solutions
- Build and manage the right pricing strategy for new Solutions
- Develop the right product sales narrative for new products & solutions
- Help develop strategic business plans, including rigorous analysis of revenue opportunities and related costs
- Work cross-functionally with other teams to manage and coordinate projects
- Work closely with line manager on new product and solution concepts

### Qualifications

- Must have an elite-level professional track record working with leading internet / fintech / tech companies with direct responsibility of two or more of the following:
- New product development, including, developing concepts, writing requirements, developing a business case, securing internal, external and executive buy in and
- Product line strategy, business strategy, go to market strategy
- Product/Business Analysis
- Market/business development
- Must have a passion for technology as a driver for positive change in society and economies, and enjoy leading external and internal stakeholders through complex problems that are solved by applying best practice and technology
- Must be self-starter and able to make the most of opportunities and maintain self-discipline despite setbacks
- Must have the ability to think holistically, solve problems and propose detailed plans and initiatives to achieve the long-term vision

### Hiring organization

Mastercard

Mastercard is a global technology company in the payments industry. Its mission is to connect and power an inclusive, digital economy that benefits everyone, everywhere by making transactions safe, simple, smart and accessible. Using secure data and networks, partnerships and passion, our innovations and solutions help individuals, financial institutions, governments and businesses realize their greatest potential. The decency quotient, or DQ, drives our culture and everything we do inside and outside of the company. With connections across more than 210 countries and territories, the team is building a sustainable world that unlocks priceless possibilities for all.

### Employment Type

Full-time

### Job Location

Cairo, Egypt

### Date posted

15 June 2022

APPLY

- Must have a high decency-quotient and outstanding ability to work within and lead teams
- Must enjoy working on new problems and thoughtful risk-taking
- Ability to create and deliver powerful presentations on product, strategy and business model is a must. Background in Consulting will be a strong plus
- Broad knowledge of payments / mastercard product and services; familiarity with MasterCard's digital payments solutions is a strong plus
- A design thinking qualified professional will be preferred Expertise in one or more of the following fields is preferable:
  - Digital payments and traditional payments technology
  - Financial inclusion
  - New fintech and digital startups
- MBA degree from a leading business school is preferred but not required