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Minneapolis, MN 55416
(952) 928-4648

Title: Sr. Manager, APAC Collaboration
Reports to: VP, International
Job Type: Part Time
Location: Remote (resident of Singapore required) with some travel expected for MAG events
Application: For consideration, please submit applications [here](#)

Job Summary

The Sr. Manager, APAC Collaboration plays a critical role in executing strategies to drive positive change in the payments industry. This role focuses on fostering collaboration with key industry stakeholders and regulators across the APAC region to promote a fair, transparent and more equitable payments ecosystem.

In alignment with the MAG's mission to advocate for merchant interests, key responsibilities include identifying and collaborating with stakeholders to address merchant operational challenges, assessing and responding to emerging issues, and shaping advocacy positions that reflect the merchant perspective. This role also entails cultivating and managing relationships with global and domestic payment networks, acquirers, and other industry stakeholders. Through two-way collaboration, the Sr. Manager ensures external parties understand merchants' challenges and positions while facilitating feedback and knowledge-sharing on payments products, rules, and opportunities for improvement.

Additionally, the role involves fostering positive relationships with payments regulators and other key stakeholders to advocate for a competitive payment system that enhances merchant choice and improves service to consumers. This highly visible position requires a strategic mindset, exceptional communication skills, and the ability to influence meaningful change across the APAC region.

Responsibilities

Collaboration

- Execute APAC collaboration strategy efforts payments stakeholders and regulators
- Serve as the primary contact to members, sponsors, and payments brands on relevant regional topics
- Plan and lead recurring relationship meetings with payment networks, acquirers, regulators, and key partners influential in the region
- Provide subject matter expertise on regional payments topics to develop learning opportunities for members through publications, articles, or other educational content
- Represent MAG in payments industry forums through attendance as well as relevant and opportunistic speaking engagements
- Participate on and/or lead panel sessions at MAG conferences and events to represent and share updates on relevant industry topics for the APAC market

Advocacy and Policy Strategy

- Develop and execute comprehensive advocacy and policy strategies including the positioning of merchants' payments perspective with multiple parties
- Cultivate and maintain relationships with key stakeholders, including government officials in regulatory agencies and legislative staff
- Liaison with APAC merchant trade associations on policy matters and legislative developments that impact the interests of merchant members on payments issues

Driving **positive change and innovation** in the payments industry that serves the merchants' interest through **collaboration, education, and advocacy.**

- Collaborate with internal departments to ensure consistent messaging and alignment with the organization's goals and values
- Serve as staff liaison to the MAG APAC Advisory Team as needed on policy matters
- Manage and develop MAG regulatory comment submissions

Operational

- Assist with strategic projects as needed
- Attend all APAC member and sponsor events including in-person or virtual events
- Attend MAG Staff and APAC Advisory Team meetings
- Meet deadlines established by supervisor and in Corporate and individual work plan
- Participate actively in the annual planning process including developing and executing APAC work plans as well as reporting progress against plan
- Identify improvement opportunities that support long-term strategic objectives
- Other duties assigned by supervisor related to position

Qualifications

- 3-5 years of experience at a merchant or merchant trade association in payments strategy, operations, public policy, or public affairs
- Superior written, presentation, and oral communications and interpersonal skills
- Excellent skills in relationship management
- Ability to work independently with commitment to work with cross-functional teams
- Delivers a high level of accuracy, attention to detail, and proactive follow-through
- Highly organized and able to manage multiple ongoing projects
- Flexibility and adaptability to work in a fast-paced dynamic environment
- Proficient with Microsoft Office Suite including Excel, Word, PowerPoint
- Ability to travel as needed

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.

**Source of Total U.S. card volumes: Federal Reserve Payments Study 2019*

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.