

Wespay Advisors, a wholly owned subsidiary of Wespay, is seeking an Assistant Vice President, Senior Payments Consultant to lead all aspects of consulting engagements related to payments strategy, process improvement, regulations, treasury management, and other areas as defined by the strategic direction and corporate goals of Wespay Advisors. This position will report to the SVP of Consulting & Business Development. The ideal candidate brings 8-10 years of consulting or payments industry experience, is a self-starter with strong problem-solving skills, and can multitask to execute client deliverables in a self-directed environment. As a secondary function, the role includes performing ACH rules compliance audits and related risk management services, including evaluating clients' performance in complying with payments rules and risk-related industry sound practices. The candidate possesses excellent verbal, written, and project management skills and can interact professionally with a diverse group of executives, managers, and payments subject matter experts, with a "customer service" mentality.

The position is based in a home office anywhere in the U.S. Our colleagues and members primarily conduct business in the Pacific and Mountain Time Zones.

Key Responsibilities

- **Consulting Engagements**

- Schedules discovery meetings with potential consulting clients and creates consulting proposals that summarize the client's issue and needs, how Wespay Advisors can assist, and includes a proposed timeline and fee, and presents this proposal directly to the client.
- Manage an active sales pipeline.
- Lead consulting engagements, which may include performing all the discovery, analysis, and documented feedback required for the engagement, or leading a small team of staff for larger engagements.
- Responsible for creating detailed final reports and presenting them to the client.
- Must possess the ability to develop industry procedures, risk management programs, and strategic planning for each engagement.
- Acts as the main point of contact for the client throughout the consulting engagement and applies basic project management skills to ensure the engagement remains on schedule and budget.
- Assists team in evaluating opportunities for new consulting services and helping to bring them to market.
- Authors or co-authors white papers/briefings on payments topics, including those related to trending strategies, fraud, risk, and compliance.
- Represent Wespay Advisors at industry functions and within the payments community through speaking engagements, tradeshow booth work, committee work, etc.

- **Risk Management Services**

- Perform payments rules compliance audits and risk reviews, including ACH, Check, Wire, and Instant Payments.
 - Authors detailed and accurate Audit and Risk reports based on observations and findings, and present findings to clients.
 - Includes scheduling kick-off and exit meetings for each engagement, which can include senior leadership from client organizations.
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- **Other Key Functions**

- Assist the parent company, Wespay, with their quarterly member outreach efforts and Payments Hotline.

Skills and Qualifications

- 8-10 years of consulting or payments industry experience, ideally within a financial institution, FinTech, or payments consultancy.
- Ability to lead complex consulting engagements, negotiate agreements, and manage client relationships.
- Maintains professional knowledge and accreditation status by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Exceptional verbal, written, and presentation communication skills.
- Public speaking skills.
- Highly organized, detail-oriented, and able to operate effectively under tight deadlines.
- High integrity and professionalism in all interactions and decision-making.
- Preferred professional accreditations: AAP, APRP, AFPP, CTP, or NCP.
- Experience working in a remote, self-directed environment.

Compensation

Wespay offers employees a competitive compensation package that reflects our organizational core values, culture, and mission. We value highly committed, talented employees seeking a high-performing, member-focused work environment. Our compensation structure is based on a total rewards model, pairing competitive benefits and salaries with meaningful and significant work content, professional development opportunities, expert and highly knowledgeable colleagues, a supportive environment, and work/life flexibility. The base salary for this role ranges from \$90,000 to \$130,000. The organization takes geography into account when setting individual employee salaries. This position is also eligible for a quarterly and annual bonus.

Application

To be considered for this position, please provide a resume with a cover letter summarizing related experience and expertise. For immediate consideration, please submit your application via email to careers@wespay.org. Please include the job title in the subject line.

Wespay and Wespay Advisors

Founded in 1972, Wespay is an innovative payments association dedicated to guiding its members through the ever-evolving payments industry with education, information, advisory, and advocacy services. Wespay partners with financial institutions, fintech companies, third-party payment providers, and organizations that supply payment services related to operations and compliance, risk management, and fraud, as well as payments strategy and planning.



AVP, Senior Payments Consultant
Job Advertisement
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Wespay Advisors is the consultancy arm of Wespay that specializes in providing tailored advisory services to financial institutions and businesses. Wespay Advisors leverages Wespay's expertise and industry knowledge to offer strategic guidance, compliance consulting, and operations assessments. Their services help clients optimize their payment processes, ensure regulatory compliance, and enhance overall payments system efficiency. By working closely with clients, Wespay Advisors aims to deliver actionable insights and customized solutions that address specific organizational challenges in the payments landscape.