



Planet Payment (NASDAQ:PLPM) is a leading provider of international payment and transaction processing and multi-currency processing services. Planet Payment provides services in more than 20 countries and territories across the Asia Pacific region, the Americas, the Middle East and Europe. The Company's point-of-sale, e-commerce and ATM services are integrated within the payment card transaction flow enabling acquiring customers, their merchants and consumers to shop, pay, transact and reconcile payment transactions in multiple currencies, geographies and channels.

Planet Payment is headquartered in Long Beach, New York, and has offices in Beijing, Bermuda, Delaware (New Castle), Dubai, Dublin, Georgia (Roswell), Hong Kong, London, Mexico City, Shanghai, Singapore and Toronto.

We have an immediate need for a **Relationship Manager** in our **Beijing, China Office**. This individual will manage a portfolio of banks and merchants, grow and develop customer portfolios through strengthening customer relationships and providing differentiated services to banks and merchants.

Primary responsibilities and duties include, however are not limited to, the following:

- Develop and maintain good relationship with banks and key merchants
- Support and assist the bank in selling Planet Payment's products
- Grow portfolio sales volume and revenue and meet sales target
- Analyze sales trends
- Provide reports to banks and key merchants
- Provide trainings to bank sales team and key merchants
- Escalate and manage to resolution operational issues that are reported or identified through monitoring figures or bank /merchant discussions to internal functional units and follow up to ensure any issues are investigated, resolved and steps are taken to prevent re-occurrence.
- Improve portfolio performance by completing the following:
 - o Analyze data and produce action plan with corrective strategies based on prioritization
 - o Conduct regular and ongoing bank review meetings
 - o Form and take part in merchant performance corrective strategies

Qualifications and Requirements:

- Degree holder in any disciplines; higher diploma with strong relevant experience will also be considered
- 3-5 years' experience in Card Acquiring or Point-Of-Sales terminal management and servicing environment
- Proficiency in spoken and written English / Mandarin is a must
- Demonstrate good analytical and problem solving skills; be confident in their ability to escalate issues and create viable resolution plans which maximize opportunities for Planet Payment and its rapidly growing client base
- Good presentation skills and a proven track record in outstanding client relationship management
- Hands-on in using MS Office, especially Excel
- Must be PC/Windows literate: able to learn new and customized programs
- Candidate with less experience will be considered as Assistant Relationship Manager

Work Environment: Fast-paced, and holds a high level of responsibility to ensure timelines are met accordingly.

For immediate attention, please send your resume today to careers@planetpayment.com with the position title noted in the subject line and please include your salary requirements. Please visit our website at www.planetpayment.com.

Planet Payment, Inc. provides equal opportunity employment without regard to an applicant's race, gender, sexual orientation, national origin, age, physical or mental disability, medical condition, religion, marital or veteran status, color, ancestry, citizenship, or any other basis protected by applicable federal, state or local law.

Planet Payment is not accepting unsolicited assistance from search firms for this employment opportunity.