



# DIMOCO

Join #teamDIMOCO

[www.dimoco.com](http://www.dimoco.com)

Established in 2000, DIMOCO Payments is a trusted payment company with a license from the Austrian Financial Market Authority. Our expertise, flexible payment solutions, and trusted network enable merchants to effortlessly accept payments for goods and services worldwide.

In our international team of 20+ nations, you can expect plenty of room for your personal touch and personal responsibility. Flexible working hours and home office options support your work-life balance.

If you see yourself as an important part of a motivated team in a modern environment, then you are right with us as

## Provider Manager (f/m/d)

### Your mission:

Don't feel like standing still? Then DIMOCO is the right place for you!

In this challenging role, you will build sustainable business relationships to continuously improve our Payment Provider Portfolio. This includes to find new Providers for exciting projects as well as building our existing relationships with our service providers in the payment environment. In doing so, you will lay the foundation for the success of our business model.

The goal is to work with several payment providers in the Payments Industry, to develop growth strategies together, create win-win solutions and successfully manage daily operations in order to create and maintain profitable relationships in the long term.

Sounds exciting? Keep reading 👉

### What you'll do:

- Building an efficient bridge between our Sales Teams and our Providers to ensure business continuity
- Creating a sustainable business relationship with our Providers by continuously supporting the further development of cooperation
- Ensuring effective operational and strategic cooperation with partners
- Carrying out business development activities, in particular the analysis of business potential and joint implementation with partners (including necessary contract negotiations)
- Reviewing and preparing all information and conditions from the Provider network for our Product and Sales units
- Observing and analyzing market-specific developments, market potential, products and business models
- Playing a pivotal role within the organization to promote Provider capabilities as a valuable resource for new opportunities
- Creating executive reports as a basis for market development decisions
- Negotiating prices and conditions to ensure business success
- Ongoing optimization of service procedures and administrative processes

## Your profile:

- Several years of professional experience in partner/key account management or product management in a comparable role in the payment industry
- Completed degree in Business, Economics or a related technical field (BSc or equivalent)
- High affinity for e- and m-commerce services
- Outstanding communication, negotiation, organizational and time management skills
- High resilience and hands-on mentality to prevent escalations before they happen
- Confident, determined and self-driven
- Willingness to travel internationally on business
- Good knowledge of English is required, German is a plus

## DIMOCO's promise:

- A position with great responsibility which is diverse and exciting
- Amazing benefits like a day off on your birthday, enabling you to celebrate this special day with your family and friends 🍰
- Interesting and international working environment in the growing and forward-looking payment industry, characterized by a dynamic and open working atmosphere
- We support you: You will receive comprehensive training on our products and systems
- Team spirit, passion, creativity and flat hierarchies characterize our company
- Flexible working hours and home office options
- Modern office in Vienna's 6th district and/or at Campus 21 in Brunn am Gebirge (with a free shuttle bus to and from Vienna)
- Regular DIMOCO team events
- Of course, you will receive a competitive remuneration package, which we will be happy to discuss with you personally. For legal reasons we must indicate the minimum gross annual salary, starting at € 50.000 (full-time). However, we are of course happy to offer you a higher salary based on your professional experience and qualifications.

## Up for a new challenge? Let's get in touch! 📞

We look forward to receiving your online application: [dimoco.com/provider-manager/](https://dimoco.com/provider-manager/)

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*Please note we will not accept any candidate profiles sent unrequested and unsolicited by recruiting agencies. We collaborate with preferred providers based on framework agreements and will not pay any fees to recruiting agencies without an agreement. Should we receive a candidate profile from a recruiting agency with which there is no framework agreement, and should the respective candidate be considered or hired, this will not entitle the recruiting agency to claim payment or fees.*