



Merchant Services Manager

Based in sunny San Diego, the XYO Network is the world's first Proof of Location blockchain project. The company behind XYO Network is XY Findables, which was started in 2012 and has produced over 1 million Bluetooth and GPS hardware devices, which help customers find and keep track of their prized possessions, like their keys, purse and other things.

The lessons we've learned building a successful consumer IoT business has prepped us for the most exciting and ambitious chapter of our company's life: the XY Oracle Network ("XYO Network" or "XYO"). The world's first decentralized location oracle.

Are you passionate about blockchain technology and its implications for our future? Do you love sharing knowledge, growing your skills, and working with great people? The XYO Network team is growing, and we are looking for extraordinary talent who enjoys building as much as we do. So if you are self-directed, enjoy autonomy in your work, and you are an excellent participant in a team, come join XYO Network today!

Responsibilities:

As our Merchant Services Manager, you will be responsible for building and maintaining relationships with a variety of new payment processors in order to optimize our payment completions. You will negotiate rates, onboard new processors, and load-balance our payment systems.

Qualifications:

- 3+ years' experience working with payment processing providers
- Strong experience in managing relationships with a variety of different payment processing providers, both locally and globally
- Sales mentality. Ability to hunt down new payment processors, negotiate rates, etc.
- Well versed with load balancing processors in order to ensure maximum uptime and payment completion
- Ability to analyze payment failures and develop strategies to increase approval rates
- Experience creating risk and cost formulas to determine which processors will convert best
- Ability to operate in a dynamic, high growth environment, with limited supervision
- Strong communication skills, focus, and attention to details
- Basic understanding of web development- HTML, CSS and JavaScript. If you are new to programming and do not have these skills, it will be required that you complete some introductory classes within your first month of employment.

Extras

- Work with a ruggedly handsome group of blockchain nerds
- Plus, benefits and stuff
- Like, free Coke Zero

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

If the above looks good to you, please apply directly to careers@xyo.network.