

## Banking Relationship Manager

### Purpose:

Reporting to the Banking Operations Manager, the Relationship Manager is a vital role as part of the Banking Team.

This role is focused on the payment providers we engage with and ensuring all onboarding, ongoing client relationships, and optimization are occurring at an optimal level.

### Duties include, but not limited to:

- Identify new opportunities for payment provider relationships in the USA market
- Be involved in the onboarding process of new payment providers
- Build and maintain a strong relationship with all payment providers
- Review, negotiate and facilitate contracts with payment providers
- Facilitate launch of new states i.t.o contracts, integration and testing of payment providers
- Facilitate decision-making and sign off of new contracts or updates to existing contracts
- Identify opportunities or optimizations within existing providers
- Be the conduit between the business and development teams and the payment providers
- Awareness of all products in order to identify gaps or potential opportunities
- Communication to Banking Operations Manager, Business Stakeholders and Development Teams in terms of onboarding status, integration status, outstanding requirements etc.

*This job description is not intended to be an exhaustive list of responsibilities. The job holder may be required to complete any other reasonable duties in order to achieve business objectives.*

### Essential Criteria:

- University degree in Commerce or Business Administration or equivalent relevant experience
- A minimum of 2 years' experience as an account manager / commercial manager across any relevant online (digital) industry and sector

### Knowledge, Skills & Abilities:

- A minimum of 1 years of experience within the iGaming industry advantageous
- Experience with 3rd party providers
- A record of developing strong working relationships with executives, peers, and associates and external parties
- Experience working inside an iGaming B2C operator is advantageous
- Proficient in Microsoft Office
- Ability to communicate to various audiences in a clear and concise manner



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## Physical Demands:

While performing the duties of this job, the employee is:

- Regularly required to talk or hear.
- Required to sit for long periods and reach with hands and arms.
- Occasionally required to stand; walk.
- Occasionally required lifting up to 25 pounds.

## How to Apply:

All applications need to be submitted via email to [Melinda.Tarbock@digitalgamingcorp.com](mailto:Melinda.Tarbock@digitalgamingcorp.com)

Please ensure you have attached an updated copy of your CV and a motivation letter supporting your application.

- *Note this role is based in Las Vegas, Nevada*