

Director of Business, Pay Service

VILNIUS /
PRODUCT – PAYMENTS /
FULL-TIME

Vinted is Europe's biggest pre-loved fashion marketplace, with 45+ million members in 15 countries. Our mission is green: we want to make second-hand the first choice globally.

A team of more than 800 people from Vinted's offices in Vilnius, Berlin, Utrecht and Prague develops and supports our platform. We have a unique work culture that's based on aiming high, taking ownership, co-creating, caring, and growing.

About the role

We are building a payments platform that moves billions of euros across our markets, and that helps us scale anywhere globally through an ecosystem of payments providers, compliance and regulation controls, ensuring the right payments experience along the way.

As Director of Business of the Pay domain, you'll build a reliable, seamless and global Vinted's payments platform.

You'll join forces with a cross-functional team of product people, engineers and data scientists to build and scale the payments platform to growing members and markets. You'll report to the chief operating officer (COO), and partner with other directors to achieve ambitious goals and create a world-class marketplace for second-hand fashion.

In this position, you'll:

- Create and own the Pay domain business strategy, vision and roadmaps
- Team up with members from the product, engineering, analytics, legal and finance departments to find holistic solutions and strategies
- Build alignment within and outside the domain and with product teams, cross-functional partners, and the leadership/executive team
- Build, lead and scale a world-class team of payments business unit
- Implement best-in-class business development and managerial practices

- Work with external third parties, vendors and payment providers to assess partnership opportunities
- Consistently deliver impact for our members, contributing to the achievement of our company goals
- Ensure concise and clear communication about domains performance, and the impact that your domain made

About you:

- 7+ years of experience in payments field (PSP or finance sector)
- 5+ years of experience in e-commerce or in online marketplaces or classifieds
- 3+ years of experience in managing roles (head of payments or similar)
- A proven track record of successful launches (at least a couple of big projects with a 12-24 month minimum duration)
- Exceptional leadership skills and substantial experience building high-performing teams of 10+, ideally not only in product (and we'd expect your former teams to still be singing your praises!)
- Able to deliver from 0 to 1 and not afraid to build your tools to achieve goals
- Deep technical and business understanding of payments domain, vendor & provider management in Europe and beyond, payments legal and tax compliance, other payment operations
- Well-organised, with a collaborative attitude and a strong sense of ownership
- Significantly above-average business acumen, analytical skills, and long-term planning skills
- Be both quantitative and qualitative. You should be able to quickly assess and understand complex systems, so that you can be a payments ambassador to the rest of the organization
- Willingness to relocate to Vilnius or travel at least 4 days a month to the office

Work perks

- Opportunity to join our share options programme
- Learning budget (13.2% from net yearly salary)
- 25 working days of holiday

- Remote workout classes
- Mental- and emotional-health support from Mindletic
- A canteen that serves homemade food at friendly prices
- Monthly team-building events
- A personal budget for shopping on Vinted

The salary range for this position starts at €7,612 € (gross) per month.

If this sounds interesting, you may be just who we need. Apply and we'll be in touch.