

MasterCard Europe (I) - BUSINESS DEVELOPMENT

Organisational Profile

MasterCard Worldwide -with its MasterCard® and Maestro® brands- is a driving force at the heart of commerce, enabling global transactions and bringing insight into the payments process to make commerce faster, more secure, and more valuable to everyone involved. As a critical link among financial institutions and millions of businesses, cardholders and merchants worldwide, MasterCard provides services in more than 210 countries and territories. You find more information on www.mastercardworldwide.com.

Internship Profile

Scope of the project :

Project involves reviewing contracts already live with customers (banks) to list all incentive types offered. This information will then be used to extract valuable metrics and trends to give feedback to the sales organization on how to structure deals. This project will enable the owner to understand the payments industry, and what parameters are discussed in the negotiation process.

Tasks :

The intern will expand the current existing tracker of payments by reviewing contracts from previous years, and identifying all incentives due by MasterCard to its customers. This task will enable appropriate management of payments, and also enable to analyze the trends behind contracts for Europe.

Deliverables:

Consolidate information on all existing contracts regarding incentives on offer.

Intern Profile

- ✓ person interested in payments industry
- ✓ good level of English (to read contracts)
- ✓ knows how to use Excel
- ✓ attention to details
- ✓ proactive
- ✓ communicative and analytical skills