

Company Description

Glenbrook Partners is a strategy consulting and advisory firm specializing in the payments industry. We provide strategic analysis, research, and industry education to help drive value creation and growth for our clients. Serving clients worldwide, we help problem-solve challenging payments issues in both developed and developing markets. Glenbrook Partners assists organizations in evaluating payment strategies or addressing challenging payment concerns. Our clients include enterprise merchants, payment service providers, payment networks, financial institutions, and fintechs.

Role Description

The Senior Associate will be responsible for conducting strategic analysis, performing market research, creating financial models, and providing actionable insights. Day-to-day tasks include collaborating with clients, drafting detailed reports, creating financial models, participating in team meetings, and supporting the development of recommendations for payment strategy and operations. The role also involves contributing to client education and training programs. You will be expected to be adept at developing Powerpoint slides and financial models in Excel.

Job responsibilities include:

- Research: Conduct research and data analysis, perform competitive benchmarking, and participate in qualitative interviews to gather market insights. Take the lead on specific aspects of project work products for clients.
- Problem solving: Identify key strategic issues, develop hypotheses and/or potential solutions, test through quantitative and qualitative analysis, refine and formulate appropriate recommendations. Produce lucid, well-organized, and persuasive client deliverables (typically in PowerPoint) and guide team members as they make contributions to work product.
- Collaboration: Contribute to the team on multiple large and small client engagements at a time. Be a productive and effective team player, collaborating with both Glenbrook and client personnel as necessary. Provide input on how to approach client problems and project challenges.
- Industry knowledge: Actively follow industry news and payments companies, both incumbents and new entrants. Begin to develop topical expertise in one or more areas of the industry.
- Multi-tasking: Manage multiple projects simultaneously and independently while maintaining excellent quality and meeting requisite timelines.
- Thought leadership: suggest and provide content for the Firm's web properties and develop professional perspective on industry issues, and participate in industry events to foster relationships and gain expertise.
- Firm development: Support the development of new business with existing and prospective clients, contribute to the development of Glenbrook's intellectual capital, and participate in other internal initiatives to grow the firm. Source additional Glenbrook

engagement from current clients; identify prospects and participate in marketing to those prospects

Qualifications

Bachelor's degree in Business, Finance, Economics, or a related field preferred

Required Skills

- Minimum of three years of experience (either 3 years of professional work experience or 1 year (or more) of work experience plus a Master's degree) in:
 - Strategy consulting with a focus on financial services, retail, and technology
 - An operations/strategy role with a focus on payments, digital finance, or financial inclusion
- Demonstrated expertise in financial modeling, with the ability to independently create detailed, accurate financial models that drive strategic decision-making
- Structured problem-solving mindset
- Experience in conducting market research and strategic analysis
- Strong skills in data collection, synthesis, and reporting
- Excellent communication skills, both written and verbal
- Ability to work collaboratively with cross-functional teams and clients
- Proficiency in Microsoft Office Suite, particularly Excel and PowerPoint
- Relevant experience in the payments industry is advantageous

Pay range and compensation package

\$110,000 - \$140,000 + Bonus

Location

This is a hybrid position based in New York and requires approximately 10-25% travel, some of which may be international. Ability to accommodate a flexible schedule when working across time zones is required.

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In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States. Applicants for employment in the US must have work authorization that does not now or in the future require sponsorship of a visa for employment authorization in the United States and with Glenbrook.