



Winter Intern - Business Development (For Current Students)

Johannesburg, South Africa
Intern

Company Description

Visa is a world leader in digital payments, facilitating more than 215 billion payments transactions between consumers, merchants, financial institutions and government entities across more than 200 countries and territories each year. Our mission is to connect the world through the most innovative, convenient, reliable and secure payments network, enabling individuals, businesses and economies to thrive.

When you join Visa, you join a culture of purpose and belonging – where your growth is priority, your identity is embraced, and the work you do matters. We believe that economies that include everyone everywhere, uplift everyone everywhere. Your work will have a direct impact on billions of people around the world – helping unlock financial access to enable the future of money movement.

Join Visa: A Network Working for Everyone.

Job Description

Everyone at Visa works with one goal in mind – making sure that Visa is the best way to pay and be paid, for everyone everywhere. The business development team drives the country strategy and its objectives by identifying, leading and executing, through analytics, data and market intelligence, on opportunities to drive business growth for Visa and its clients. The purpose of this role is to provide support to the Business Development team by developing and maintaining the relationship between VISA and its clients.

Key Responsibilities

- Provide admin and Operations support to the local team.
- Contribute to development, production and implementation of initiatives outlined in Country plans
- Competition analysis and monitoring
- Assist the local team with client queries and issues
- Support BPO with periodical reports (Weekly/Monthly or quarterly)
- Assist BDs with Playbook and country plans update
- Co-ordinate with other Visa departments in order to successfully track the country plans.
- Complete ad hoc project/research and presentation work and other relevant initiatives as requested by the management

This learning objectives of this internship is to:

- Develop a sales management mindset
- Be able to analyze data, trends and make meaningful recommendations
- Be a good project manager
- Develop a thorough understanding of the payments landscape

Qualifications

- Students pursuing a Bachelor's or Masters Degree with a graduation date in summer 2025 or 2026
- Be available to pursue a winter internship (June 4 to August 29th)
- Excellent communication, story-telling and presentation skills
- Strong PowerPoint and excel skills are desired
- Superior analytical and financial analysis skills
- Strong collaboration skills with a diverse peer group required
- Able to articulate viewpoint effectively to key stakeholders in order to get buy in and agreement
- Self-confident and hands-on, with the ability to operate in a fast paced and constantly changing work environment

Additional Information

Visa is an EEO Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status. Visa will also consider for employment qualified applicants with criminal histories in a manner consistent with EEOC guidelines and applicable local law.

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