**Payments Initiative Manager**Location: Remote (USA preferred)
Travel: Up to 65%
Department: Product & Innovation

**Who We Are**

Dealer Information Systems (DIS) is a market-leading provider of Dealer Management Software (DMS), serving Agriculture, Construction, Truck Refrigeration, and Lift Truck dealerships across North America. As part of the Constellation Software family, DIS focuses on building mission-critical, customer-centric, and profitable software products that deliver measurable value to our customers.

**The Role: Payments Initiative Manager**

DIS is seeking a highly motivated and entrepreneurial Payments Initiative Manager to lead the commercialization of our DIS Pay solution. This role is ideal for a business-minded product leader with experience in the payments industry—particularly in credit card processing, payment facilitation, or embedded finance.

You will act as the “mini-CEO” of the DIS Payments initiative, taking ownership from the early adopter phase through scalable commercialization. With the core software already built and early pilots beginning, your focus will be to directly drive customer acquisition, onboard initial dealerships, and refine the offering based on real-world feedback. You will be responsible for both selling and implementing the solution during the early stages — ensuring strong adoption and satisfaction.

Once key adoption and ARR milestones are met, you will help transition the solution to DIS’s core Sales, Installation, and Support teams for long-term scale. At that point, you’ll have the opportunity to lead the launch of additional high-impact initiatives within DIS.

**Key Responsibilities:**

Commercial Ownership

* Lead DIS Pay from early adopter onboarding through full business launch and scale
* Own the business case and strategic growth plan, with input on pricing strategy
* Drive direct sales and implementation efforts during the early phase
* Build relationships with DIS customers and dealership decision-makers to drive adoption

Customer Success & Feedback

* Manage onboarding and support for early adopter customers
* Collect, synthesize, and act on user feedback to guide product iteration
* Ensure early adopters become referenceable and successful case studies

Cross-Functional Leadership

* Partner with R&D to drive development adjustments based on customer needs
* Collaborate with Marketing and Sales to create positioning and materials
* Prepare internal teams for hand-off and long-term ownership post-MVP growth

Future Opportunity

* Upon successful transition of the payments initiative, lead additional new product initiatives, applying the same startup-like ownership and leadership approach

**What We're Looking For:**

Required Experience

* 3 – 5+ years in product management, business development, or payments industry roles
* Strong understanding of merchant services, credit card processing, or B2B payments
* Proven success launching new products or lines of business from scratch or MVP stage

Preferred Qualifications

* Experience working in or with dealerships, ISVs, or ERP vendors
* Familiarity with vertical SaaS and selling into SMB or mid-market businesses

Skills & Traits

* Entrepreneurial mindset with a bias for action and ownership
* Strong communicator and customer advocate, with ability to close deals and manage onboarding
* Analytical thinker who can define metrics, track outcomes, and course-correct rapidly
* Comfortable wearing multiple hats – sales, product, customer success – in early phases

Why Join DIS?

* Take ownership of a live, high-potential product with early traction
* Act as the driver of business growth with real autonomy and impact
* Work in an entrepreneurial environment backed by the stability of a global software leader
* Opportunity to shape and lead multiple product lines over time

