

26/06/25

Subject: Transforming Payments with Innovation and Expertise

Dear Hiring Manager,

I am excited to apply for the **Director, Business Development** position at Mastercard. With over 19 years of experience in business development and strategic partnerships, I have a proven track record of fostering growth and innovation in the compliance and payments sectors.

In my current role as **Director of Business Development & Partnerships** at the International Compliance Association (UK), I have successfully expanded our footprint in South Asia by fostering strategic partnerships and navigating complex banking operations. My expertise in AML-KYC compliance and new business development has been instrumental in driving regional growth and enhancing customer experiences. I believe my skills and experience align well with the responsibilities outlined in the job description, including managing relationships, developing opportunities, and driving profitability.

Mastercard's mission to build a sustainable economy and empower people resonates deeply with me. I am passionate about leveraging technology and innovation to create secure, accessible, and smart payment solutions. My consultative sales approach and commitment to process improvement will enable me to contribute effectively to Mastercard's goals and ensure that our digital payment solutions meet the diverse needs of our clients.

Thank you for considering my application. I look forward to the opportunity to discuss how my expertise can contribute to Mastercard's continued success.

Sincerely,

Mohammad Khan

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