

CANDIDATE NAME

Professional Summary

Innovative, results oriented sales, management & payments professional with over twenty years of experience and a passion for exceeding client and management expectations.

- Adept in the areas of P&L management, sales plan development execution, high value client management & staff/sales team management in the payments & cards industry.
- Reputation for meeting aggressive targets and delivering on target revenue consistently.
- Experienced dealing with large financial institutions and international software vendors.
- Ability and interest in global fintech and innovation in the Australian payments industry.

Relevant Industry Skills

- EMV Payment Cards and Terminals, Electronic Financial Transaction(EFT) processing
- ATM and Merchant(Point-of-Sale) processing operations
- Mobile payment, ecommerce transactions and value added Services
- Payment Gateways/Networks: Visa, MasterCard, RuPay, eftpos and Diners.
- Settlement and end-of-day procedures
- Chargebacks and dispute resolution
- Simulators, Process automation tools
- PCI DSS and ISO compliance, reporting and MIS
- Technical Skills: Salesforce, SAP ERP, Oracle, Excel, Enterprise Architect
- Business Skills: Service operations management, Business continuity planning, Project Management, Incident Management.

Technical Exposure

| | |
|----------------------------------|--|
| Payment Switch | ITM switch (Euronet) , Postilion Switch (ACI), PaySecure |
| Financial Message Formats | ISO8583 (1987, 1993), IFSF |
| Operating System | OS/400, Windows |
| Database | DB2/400, SQL/400, MySQL, MS SQL |
| Tools and Utilities | Collaboration – JIRA and Confluence Productivity tools - MS Office, MS SharePoint, MS Project. Change Management Tools - Turnover, Hawkeye, ALDON, SVN. File Transfer Tools – FTP, SFTP, DOE System monitoring Tools – Tango, SCOM (System Center Operations Manager), Visual Message Center |
| Security Devices | Thales HSM and SafeNet HSM |
| Simulators | FinSim (ATM/POS/Switch), EAS(Extended Access Server) MAS (MasterCard Authorization Simulator) Pre-Edit (MasterCard Outgoing file Validating tool) VTS (Visa Test System) Transaction and cloud Simulators. |

Education Summary

- **MBA from Australian Business School of Management - Finance**
- **Bachelor of Computer Science - Sydney University, Australia**

Training and Certifications

- Advanced Diploma in Software Technology from Keane school of excellence.
- ITIL V3 Foundation certified through Loyalist Certification services
- Soft Skills trainings imparted by Equinox at Keane School of Excellence, Hyderabad
- Certificate for Postilion training at Euronet, Hungary
- IRDA (Insurance Regulatory Development Authority) certified Insurance advisor.

Professional Experience

Australian Payments Business Ltd. Sydney – Head of Sales July 2015 – Current

This company is Australian payments service provider. We provide a platform for banks to interconnect and transact. Lorem Ipsum is simply dummy text of the printing and typesetting industry. Lorem Ipsum has been the industry's standard dummy text ever since the 1500s, when an unknown printer took a galley of type and scrambled it to make a type specimen book.

Responsibilities & Achievements:

- Worked with institutional clients to develop their payments capabilities. This involved selling APB payments products to C level executives within each customer including payment terminals, gateway services and fraud monitoring products. My team and I were able exceed our \$1 million revenue target by 20% and improve our Net Promoter Score by 10%. Our customers reported greater efficiency in running their day to day businesses and they reduced fraud in their online transactions by 30%”.
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Australian Cards Business Ltd. Melbourne – Account Director July 2012 – June 2015

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