

# JANE DOE

## Transformative Senior Fintech, Sales, & Payment Executive

CATALYZING PROFITABILITY AND STRATEGIC GROWTH FOR GLOBAL FINANCIAL ORGANIZATIONS  
THROUGH VISIONARY LEADERSHIP, OPERATIONAL EXCELLENCE, & INNOVATIVE PROFIT MAXIMIZATION



Business to Business

Executive Leadership

Business Development

Strategic Partnerships

### SPEAKER ENGAGEMENTS

- Association of Financial Professionals Annual Winter Seminar - *Importance of Managing Foreign Exchange Risk*
- FX Regional Bank Forum - *Outsourcing International Payments for Financial Institutions*
- NAFCU Risk Management Seminar - *Identify, Measure, and Master Regulatory Risk at your Credit Union*

### PODCASTS

- Fintech Confidential – [Blending People and Tech to Reduce FX Risk](#)
- Leaders in Payments – [Future of Payments](#)

*"Jane is one of the most impressive CEOs I have encountered in my time in the financial services industry. Jane is a business visionary who utilizes her communication skills and deep industry experience to achieve rapid growth."*

-Mary Smith

MSB Regulatory Attorney

Jane Doe is a leading architect in the non-bank B2B payments industry, instrumental in the creation and implementation of a vertical approach to an industry supported by widespread territory and market segmentation. As the visionary force behind Payment Industry LLC, Doe delivers unparalleled consulting services that span industry analysis, global market segmentation, and innovative payment solutions, catalyzing growth and profitability for an impressive portfolio of clients including top-tier private equity firms, investment bankers, financial institutions, institutional investors, and Fortune 500 companies.

Her tenure in the industry is marked by pivotal roles at Travelex, Cambridge Global Payments, Currency Exchange International, and Moneycorp US. She has been instrumental in driving strategic partnerships and leading segmented business units to new levels of success. Her groundbreaking work has not only reshaped business models and operational strategies but also substantially increased shareholder value.

Doe is a quintessential leader whose strategic initiatives have consistently translated into high-level success for the organizations she has steered. At Moneycorp US she masterminded a strategic merger of business units that fundamentally transformed the company's revenue trajectory and operational efficacy. Her innovative approach and adept crisis management during economic fluctuations resulted in a significant elevation of the company's financial performance, reinforcing her reputation as a catalyst for robust organizational growth and shareholder value enhancement.

### SOME OF JANE'S KEY ACCOMPLISHMENTS:

- **Revenue Turnaround Strategies:** Revitalized lagging North American business unit, boosting revenues from \$15M to \$33M and achieving triple-digit EBITDA growth in two years.
- **Sales Growth and Market Expansion:** Amplified organizational sales 150% and revenues 65% in three years, catapulting shareholder value to record highs.
- **Strategic Talent Optimization:** Escalated EBITDA from \$465K to \$13M in three years, surpassing budget targets 78% by improving employee productivity through strategic talent acquisition and culture development.
- **Unified Commercial Strategy:** Orchestrated integration of four independent business units into a cohesive operation, spurring unprecedented revenue growth and significantly contributing to a quantum leap in global revenue & EBITDA growth.

### CORE SUCCESS DRIVERS

- **BUSINESS TO BUSINESS:** Leverage deep market insights and a consultative approach to forge robust B2B relationships, driving sustainable growth and establishing industry benchmarks for excellence.
- **EXECUTIVE LEADERSHIP:** Transform challenges into opportunities and inspire teams to achieve unparalleled success through an environment of innovation and accountability while harnessing a unique blend of strategic foresight, operational expertise, and decisive action to nurture a culture of excellence and accountability in corporate leadership.
- **BUSINESS DEVELOPMENT:** Combine analytical prowess with creative strategies to identify and capitalize on new business opportunities and innovative product and service line offerings, fueling revenue growth and securing competitive advantages in diverse markets.
- **STRATEGIC PARTNERSHIPS:** Cultivate tactical and transformative partnerships, leveraging collaborative relationship style to unlock value and propel market presence, while merging foresight with agility to unlock synergistic value and propel mutual business growth and long-term alliance success.