

# JACOB B. EISEN

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Falls Church, Virginia

## SUMMARY OF QUALIFICATIONS

Accomplished and achievement-driven business leader with extensive payments, banking, finance, financial technology and cryptocurrency experience. Seasoned manager who excels at building and leading high performing teams. Expertise in corporate development, operations, strategic partnerships, sales, and business strategy. Excellent at forging and managing complex business relationships. Currently an executive leader for a fast growing publicly traded U.S. bank with more than 450 employees. Co-founded and served on the board of a highly successful \$300+ million venture capital-backed corporate payments company. Former director of NASDAQ-listed bank holding company with industry leading profitability metrics.

Recognized expertise in the U.S. banking sector and financial technology. Extensively used as a resource by U.S. financial, business, and banking media and consultancies. Creative problem solver with talent for providing critical insight into business, financial and industry trends. Strong leadership and communications skills. Highly effective motivator who thrives in both a team environment and while working independently.

## PROFESSIONAL EXPERIENCE

*MVB Financial Corp. (NASDAQ: MVBF) - Reston, Virginia*

**3/21 to Present**

### **President, Fintech Banking**

Top 5 executive leader of 450+ employee publicly traded financial institution. Cryptocurrency-friendly FDIC-insured bank with more than 15 clients in digital assets & web3. Bank is regulated by the FDIC as a complex financial institution. Significant direct exposure to board of directors and regulators. Leading the bank's Fintech division which includes banking-as-a-service sponsorship, card acquiring, card issuing, and real time payments.

- Led Fintech Banking division growth from \$500 million to \$2.3 billion in deposits, and fee income growth from \$5 million to \$22 million annualized.
- Negotiated long-term contracts or renewals with key clients, including, WorldPay (FIS), Fiserv, Nuvei, and Credit Karma.
- Bank partner to Kraken, Gemini, BitStamp, Crypto.com, and others.

*COUNTY BANCORP / INVESTORS COMMUNITY BANK (NASDAQ: ICBK) – Wisconsin*

**4/19 to 12/21**

### **Member, Board of Directors**

### **Chairman, Bank Technology, and Member ALCO & Audit Committees**

\$1.5 billion asset bank. Successful acquisition by Nicolet Bankshares, Inc. (NASDAQ: NCBS).

**5/17 to 10/22**

*CONNEXPAY LLC – Minneapolis, Atlanta, & Naples*

### **Board Member**

Remained board member and investor after departing full-time role with the company. Successfully exited personal investment and board role in October 2022 through a change-in-control transaction at a \$265 million enterprise valuation.

*CONNEXPAY LLC – Minneapolis, Atlanta, & Naples*

**5/17 to 4/21**

### **Co-Founder, COO, EVP & Board Member**

Co-Founder, COO, second largest individual shareholder, and board member. Served initially as the company's Chief Operating Officer and Chief Revenue Officer. Company is backed by US Bancorp's former vice chair & head of payments, among other well-known investors, including F-Prime (i.e., Fidelity) & BIP Capital. ConnexPay is the first truly combined merchant acquiring and virtual card issuing solution in the United States, and has rapidly grown to millions/day in payments processed (acquiring & issuing spend). The company has eight unique patent pending claims, and has forged direct brand agreements with both Visa and Mastercard. ConnexPay serves B2B intermediaries with annual sales between \$50 million and \$10 billion USD. Company is profitable with annualized net revenue above \$20MM+ and current equity value above \$265 million USD (based on 4Q 2022 transaction).

# JACOB B. EISEN

MAXIM GROUP – *New York*

2015 - 2017

**Managing Director, Head of Financial Services Group**

Recruited by the firm's chairman and CEO to lead the build-out of Maxim's financial services group. Responsible for overseeing and hiring within the financial services team. Responsible for generating revenue, advising clients, and managing a team. Maxim is a full-service FINRA registered investment bank with 300+ employees, \$2.5BN AUM, and ranks in the top five nationally as a broker-dealer conducting IPOs, PIPEs, CMPOs, Registered Direct, and debt offerings for small and micro-cap public companies.

AMBASSADOR FINANCIAL GROUP (NOW PART OF PNC BANK / "PNC FIG ADVISORY") – *Chicago*

2012 - 2015

**Managing Director, Head of Capital Markets & Investor Relations**

Merged Capital Insight Partners into Ambassador Financial Group. Oversaw the firm's capital markets and investor relations activities. Responsible for launching and managing Ambassador's Capital Markets group. Raised equity and debt capital for financial institutions. Instrumental in developing new business and managing customer relationships within the M&A and fixed income business lines. Extensive relationships forged with hedge funds, private equity, and investment managers throughout the United States. Significant experience working with U.S. financial media, including American Banker, SNL Financial, and other sources.

HEADWATERS MB - *Chicago*

2010 - 2011

**Managing Director, Financial Institutions Group**

Leveraged FINRA broker-dealer license to launch the Financial Institutions Group at Headwaters MB, a 70-person, middle market focused boutique investment bank. Co-managed the firm's Financial Institutions investment banking practice focused on serving banks and thrifts throughout the United States.

CAPITAL INSIGHT PARTNERS - *Chicago*

2008 - 2012

**President, Co-Founder**

Investment banking and investor relations which served community banks with up to \$5 billion of assets. The firm was regularly used as a resource for industry publications and news media such as American Banker, SNL Financial, Fox Business News, Bloomberg, and Bank Accounting and Finance. The business merged into Ambassador Financial Group in September 2012.

SKY PROCESSING / QUALTEX CORPORATION – *Chicago*

2002 - 2007

**Director of Sales and Operations / Minority Equity Partner**

One of two equity partners at a non-bank ATM operator, manufacturer (and payments ISO with 3500+ terminals). Built strong relationships with banking institutions and financial technology vendors nationwide. Oversaw 10+ sales and customer service staff; managed and grew channel accounts; created marketing and pricing strategies; and traveled extensively to enhance customer relations with various customers, partners and suppliers in the United States, Canada, Europe, and Africa.

**AFFILIATIONS**

*National Eagle Scout Association – Lifetime Member*

**EDUCATION**

DEPAUL UNIVERSITY – *Chicago, Illinois*

**Bachelor of Arts, Business & Communications**