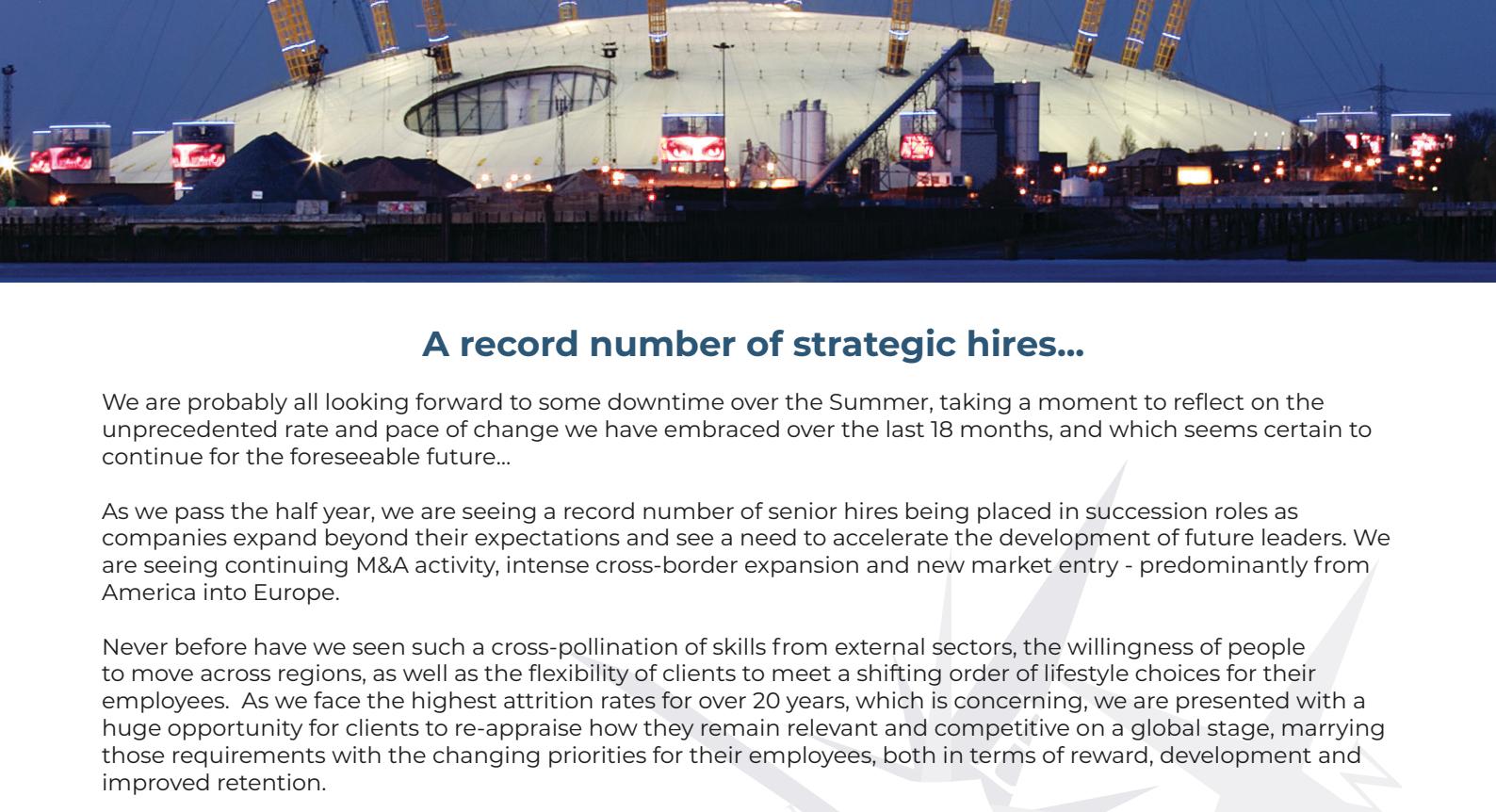


# GREENINGS

## PAYMENTS, FINTECH & AI

### SUMMER UPDATE 2022



#### A record number of strategic hires...

We are probably all looking forward to some downtime over the Summer, taking a moment to reflect on the unprecedented rate and pace of change we have embraced over the last 18 months, and which seems certain to continue for the foreseeable future...

As we pass the half year, we are seeing a record number of senior hires being placed in succession roles as companies expand beyond their expectations and see a need to accelerate the development of future leaders. We are seeing continuing M&A activity, intense cross-border expansion and new market entry - predominantly from America into Europe.

Never before have we seen such a cross-pollination of skills from external sectors, the willingness of people to move across regions, as well as the flexibility of clients to meet a shifting order of lifestyle choices for their employees. As we face the highest attrition rates for over 20 years, which is concerning, we are presented with a huge opportunity for clients to re-appraise how they remain relevant and competitive on a global stage, marrying those requirements with the changing priorities for their employees, both in terms of reward, development and improved retention.

Successful collaboration has enabled us to help clients navigate uncharted waters, seeing B2B2C channels accelerating in their adoption of new technologies, striving to meet the demands of a new world of commerce, along with the associated risks that continue to emerge.

We hope to visit all of you in Europe and the Americas, whether in your offices or at events such as TAG Atlanta or Money 2020 in Las Vegas this Autumn!

Wishing you a good Summer break with your loved ones; it will be a busy second half to 2022 as clients position themselves to settle their organisations on a clear path to success in 2023.

Andrew Greening, Founder

#### Welcome to Tony Underwood

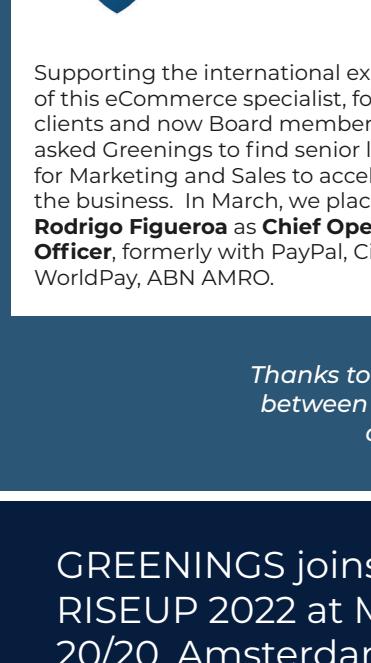
Tony joins Greenings to enhance the on-boarding support we provide to clients with senior hires, as well as furthering our Payments and FinTech expertise into Sport, Entertainment and Travel.

Tony is a role model for anyone questioning whether they can have success in more than one career. He achieved the challenge of reaching the pinnacle of sport, representing England and The Lions at rugby, then retrained as a pilot and again succeeded in aviation, as a Captain for Emirates.

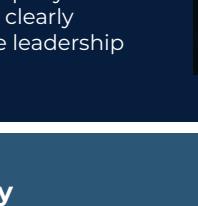
In his third career, Tony is passionate to pass on his beliefs and learnings about what it takes to successfully transition careers, sectors and companies.

"There is beauty and value in everyone; my job is to see it and help them and others to see it too".

tunderwood@greeningsinternational.com  
07802 400 100



#### Industry Hires



Nets/Nexi continue to be a major strategic client across the DACH, Nordic and French regions, with a good example of transferable skills being brought in from outside of Payments - **Vishal Oberoi** recently relocated from Singapore to London for Standard Chartered before joining Nets as **Chief Financial Crime Controls Officer**. Other strategic hires include **Carmen Mathern**, as **Head of Enterprise Architecture**, **Ana Sturzu** as **Head of Processing**, **Michel Balter** as **Chief Commercial Officer** and **Patrick Hesse** as **European Sales Director** - France.



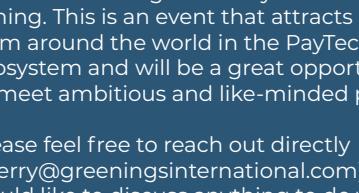
Continuing to support Barclays over the years, we have placed **Nia Evans** as **Director of Retail Partnerships** (a US-based role) to support Barclays' ever-growing partnerships in the US. We look forward to seeing Nia flourish!



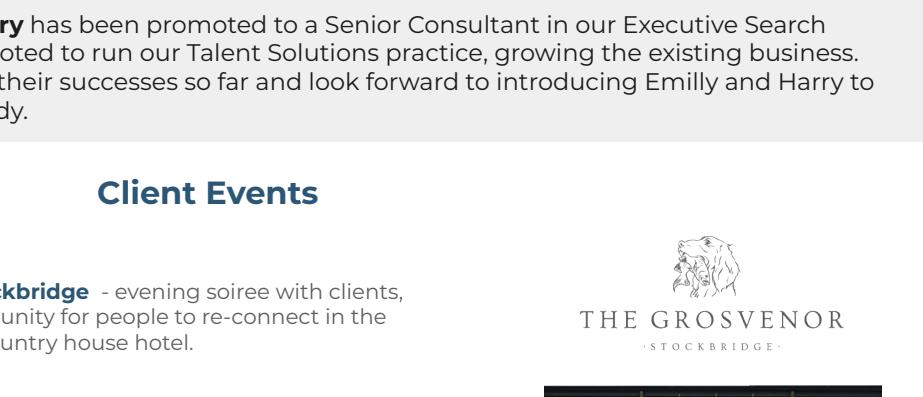
Supporting the international expansion of this eCommerce specialist, former clients and now Board members of CBG asked Greenings to find senior leaders for Marketing and Sales to accelerate the business. In March, we placed **Rodrigo Figueroa** as **Chief Operating Officer**, formerly with PayPal, Citigroup, WorldPay, ABN AMRO.

#### FEATURE SPACE

Working closely with the Founders to bring through a new generation of future leaders, with the most recently announced being industry figurehead, **Carolyn Homberger** as **President, Americas**, previously with ACI and GE.



Following the internal promotion of our previous placement of Mark Wallace-Jones as **European CFO** we were asked to replace and successfully delivered **Christopher Matalou** from Eden Red and Accor.



27 June

**The Grosvenor Hotel, Stockbridge** - evening soiree with clients, pre Thruxton event, opportunity for people to re-connect in the delightful setting of this country house hotel.

28 June

**Greenings Exclusive Client Driving Skills Day, Thruxton** - hosted by Charlie Butler-Henderson; open pit lane for private cars, Caterham driving course, fast laps with Tiff Needell and skid pan car control course. Thanks to sponsors Alpina and Cardstream and everyone that made the effort to drive there and make it such a special day. Watch the video [here](#).

September/  
October (tbc)

**Cards & Payments Regatta** - due to a continuing shortage of larger corporate racing yachts in The Solent, we are investigating alternative arrangements for a sailing event in Sept/Oct '22. Please watch this space...



**Clients rely on our knowledge, rigour and judgement to drive disruption, new market entry, M&A growth and sustainable "Value Through People".**

Please visit us at [www.greeningsinternational.com](http://www.greeningsinternational.com)

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Established in Luxembourg (1999), Greenings is an Executive Search and Leadership firm delivering robust cross-border solutions to the world's leading Payments & FinTech businesses. Based on core values of sound judgement, transparency, versatility and trust, Greenings is driving more value for clients through Talent, both domestically and abroad.