

EXECUTIVE PROFILE

Payments and commercial leader with over a decade of experience across fintech, financial services and international market expansion. Currently Vice President of Sales at Payaza, with deep expertise in cross-border payments, merchant acquiring, collections, payouts and institutional partnerships. Proven track record of leading senior negotiations with banks, regulators, fintechs and enterprise partners across Africa, the UK, Europe, Asia and North America, translating payment infrastructure into commercial adoption and measurable growth.

CORE EXPERTISE

Enterprise Sales • Strategic Partnerships • Cross-Border Payments • Card Acquiring • Collections & Payouts • Payment Systems • Go-to-Market Strategy • Market Expansion • Platform Ecosystems • Commercial Negotiation • Executive Stakeholder Management • Revenue Growth

PROFESSIONAL EXPERIENCE

Payaza | Vice President of Sales

Jan 2026 - Present | United Kingdom

- Own commercial strategy across enterprise sales, strategic partnerships and international expansion; run a 10-person industry specialized team
- Negotiate directly with banks, PSPs, IMTOs and fintechs on pricing, settlement and FX terms that shape partnership economics.
- Manage relationships responsible for \$5TR +in processed volume across acquiring, collections, payouts and with monthly treasury of over +\$100M.
- Scaled commercial coverage to multiple markets in Africa, North America and Europe
- Took Shopaza and other new Payaza products from concept to commercial launch.
- Built the sales operating rhythm, pipeline governance, forecasting, pricing discipline and now used team-wide.

Payaza | Global Sales & Partnerships

Aug 2024 - Present | United Kingdom

- Led multi-country expansion across 20 African markets and parts of Europe, supporting new-market launches and platform localisation.
- Built strategic partnerships and ecosystem integrations supporting international remittance, merchant payouts and multi-market payment flows.
- Negotiated enterprise infrastructure agreements and designed commercial structures for regional and international partners.

Payaza | Business Development Manager

Apr 2023 - Jul 2024 | United Kingdom

- Grew the merchant base by 30% through targeted partnerships and onboarding initiatives across key African markets.
- Secured enterprise and SME clients across fintech, e-commerce and digital platforms, contributing to 25% revenue growth in under 12 months.
- Worked with product and compliance teams to launch payout corridors and enhance multi-currency settlement capabilities.

Itex Integrated Services Ltd | Growth Product Manager

Oct 2021 - Mar 2023 | Remote

- Led rollout of payout infrastructure across African markets and translated product capabilities into adoption for fintech and enterprise partners.
- Designed go-to-market strategy for local payouts, improving success rates by 35% and reducing settlement time by 50% through routing optimisation.
- Partnered with banks and local processors to operationalise regional payment ecosystems of over \$1B+

EARLIER EXPERIENCE

Prosperis Holdings | Asset Manager | Investment Advisor

Jan 2021 - Sep 2022 | Nigeria

- Managed high-value client portfolios and drove US\$35M+ in Monthly AUM growth through relationship-led acquisition.
- Delivered risk-management strategies, regulatory compliance and long-term advisory relationships.

Ipsos | Market Research Consultant (BBC)

Mar 2023 - Nov 2023 | Remote, United Kingdom

- Led qualitative and quantitative research supporting BBC audience strategy and delivered insights informing content, engagement and distribution decisions.

CPM Ireland | Brand Consultant - Regional Market Activation

Nov 2022 - Mar 2023 | Northern Ireland

- Delivered regional go-to-market execution contributing to 15% sales growth and built retail partnerships to improve market penetration.

PMA Limited | Founder & Operator

Sep 2017 - Dec 2021 | Nigeria & Ghana

- Built and scaled a multi-location consumer brand serving 300+ clients across Nigeria and Ghana, with partnerships extending to Houston.
- Led fundraising, operations and team leadership, delivering 47% annual profit growth.
- Designed skills programmes impacting 200+ women across West Africa.

Maven Limited | Business Development Manager

Aug 2018 - Oct 2020 | New York, United States

- Led client acquisition, enterprise relationship management, commercial negotiations and go-to-market execution.

NNPC Limited | Intern

May 2016 - Oct 2016 | Warri, Nigeria

ADVISORY & INDUSTRY ENGAGEMENT

ForbesBLK — Member | July 2026 - Present

University of North Dakota - Women in Leadership with AI-Driven Engagement Certificate Program — Member, Board of Advisors | Apr 2026 - Present. Advises on curriculum relevance, industry trends, strategic partnerships and practical perspectives spanning fintech, AI, digital transformation and leadership.

Women in Games — Ambassador | Oct 2025 - Present

Women in Open Banking — Member | Mar 2025 - Present

Women in Sales — Member | Feb 2025 - Present

EDUCATION

MSc International Business — Ulster University, UK, 2024

BTech Industrial Chemistry — Federal University of Technology, Akure, Nigeria, 2017

Executive: Beyond Strategic Planning - Harvard, Boston, 2025