

EXECUTIVE PORTFOLIO

Perkins Ogedengbe

Vice President of Sales, Payaza
Fintech & payments commercial growth leader

10+ years across fintech, financial services and international market expansion, with experience closing Fortune 500 partnerships. Leads enterprise sales, strategic partnerships and cross-border expansion across Africa, the UK, Europe, Asia and North America.



\$5T+

Processed volume across managed relationships

\$100M+

Monthly treasury

20

African markets plus Europe in expansion led

10

Person specialised sales team led

PREFERRED CONTACT: EMAIL

London, United Kingdom · perkin.ogedengbe@gmail.com · +44 7860 142615 · [linkedin.com/in/perkins-ogedengbe-5b8713183](https://www.linkedin.com/in/perkins-ogedengbe-5b8713183)

PROFILE

Executive summary

Perkins Ogedengbe, known professionally as Perkins, is a payments and commercial leader with 10+ years across fintech, financial services and international market expansion. As Vice President of Sales at Payaza she owns commercial strategy across enterprise sales, strategic partnerships and international expansion, leading a 10-person industry-specialised team and negotiating directly with banks, PSPs, IMTOs and fintechs on pricing, settlement and FX terms. She manages relationships responsible for \$5T+ in processed volume across acquiring, collections and payouts, with monthly treasury of over \$100M, and has experience closing Fortune 500 partnerships.

VERIFIED RESULTS

Achievement highlights

\$5T+ processed volume across managed relationships	\$100M+ monthly treasury	Partnerships closed with Fortune 500 companies
Leads a 10-person specialised sales team	Expansion led across 20 African markets and Europe	30% merchant-base growth at Payaza
25% revenue growth in under 12 months	35% higher payment success rates at ITEX	50% faster settlement at ITEX
\$1B+ regional payment ecosystems operationalised at ITEX	US\$35M+ monthly AUM growth at Prosperis	47% annual profit growth at PMA

CAREER

Selected experience

Vice President of Sales · Payaza

Jan 2026 – Present · United Kingdom

- Owns commercial strategy across enterprise sales, partnerships and international expansion, running a 10-person specialised team.
- Manages relationships responsible for \$5T+ processed volume across acquiring, collections and payouts, with \$100M+ monthly treasury.
- Took Shopaza and other new Payaza products from concept to commercial launch; built pipeline governance, forecasting and pricing discipline.

Global Sales & Partnerships · Payaza

Aug 2024 – Present · United Kingdom

- Led multi-country expansion across 20 African markets and parts of Europe, supporting new-market launches and platform localisation.
- Negotiated enterprise infrastructure agreements and ecosystem integrations for remittance, merchant payouts and multi-market flows.

Business Development Manager · Payaza

Apr 2023 – Jul 2024 · United Kingdom

- Grew the merchant base by 30% and contributed to 25% revenue growth in under 12 months.
- Launched payout corridors and enhanced multi-currency settlement capabilities with product and compliance teams.

Growth Product Manager · Itex Integrated Services Ltd

Oct 2021 – Mar 2023 · Remote

- Improved payment success rates by 35% and reduced settlement time by 50% through routing optimisation.
- Partnered with banks and local processors to operationalise regional payment ecosystems of over \$1B+.

Asset Manager / Investment Advisor · Prosperis Holdings

Jan 2021 – Sep 2022 · Nigeria

- Drove US\$35M+ in monthly AUM growth through relationship-led acquisition and long-term advisory relationships.

Founder & Operator · PMA Limited

Sep 2017 – Dec 2021 · Nigeria & Ghana

- Scaled a multi-location brand serving 300+ clients, delivering 47% annual profit growth and impacting 200+ women through skills programmes.

CAPABILITY

Expertise

Enterprise sales strategy & quota ownership	Cross-border collections, payouts & settlement	Bank, PSP, IMTO and platform partnerships	New market entry and corridor launch
Pricing, FX and commercial structuring	Regulatory, Central Bank and policy engagement	Product commercialisation and go-to-market	Hiring, coaching and scaling specialised teams

CREDENTIALS

Education

- MSc International Business — Ulster University, United Kingdom (2024)
- BTech Industrial Chemistry — Federal University of Technology, Akure, Nigeria (2017)
- Executive Education: Beyond Strategic Planning — Harvard, Boston (2025)

PROFILE IN THE INDUSTRY

Recognition, media & advisory

- Innovate Finance Women in FinTech Powerlist, 2025
- Top 100 Women in FinTech, Finalist, 2026
- GulfXellence Recognition, Dubai, 2022
- BusinessDay (BD Weekender) — “Why Trust Is the Most Valuable Currency in Fintech”, feature by Perkins Ogedengbe
- ARISE News / ARISE TV — broadcast feature on payments, policy and fintech growth
- ForbesBLK member · University of North Dakota Board of Advisors · Women in Games Ambassador · Women in Open Banking · Women in Sales

GET IN TOUCH

Open to executive opportunities

Email is the preferred route: perkin.ogedengbe@gmail.com
+44 7860 142615 · [linkedin.com/in/perkins-ogedengbe-5b8713183](https://www.linkedin.com/in/perkins-ogedengbe-5b8713183) · London, United Kingdom