

JAMES LING

www.jamesmling.com

SYNOPSIS

PAYMENTS SPECIALIST

I am a seasoned payments specialist and an expert in the business and technology of electronic card payments and acquiring. I provide solutions that enable payments businesses to start, grow, compete and transform.

I'm finance and engineering qualified, so conversant with numbers and technology. As the inventor of Dynamic Currency Conversion patents, I know how to conceptualise solutions, commercialise and defend them.

I will bring insight, energy and passion to your venture and am excited about the potential for FinTech to enhance people's lives.

SKILLS

Business and sales development | Contract development and negotiation | Product development and commercialisation | Custom solution design and development | Intellectual property management | Project management | Operations | M&A | Startup intrapreneurship

EXPERTISE

POS and e-Commerce merchant acquiring | Merchant risk assessment and pricing | ATM acquiring | Dynamic Currency Conversion | Multi-Currency Processing | Transaction authorisation, clearing, settlement, dispute management | Payment card scheme regulation | Money transfer | FinTech

EXPERIENCE

Currency Select Pty Ltd

Head of Global Business Development

2016 – present | Located in Melbourne, Australia

- Continue to perform business, partner, product and intellectual property development following Global Blue's acquisition of the Currency Select business and assets from Travelex Group effective 1Apr16.

Travelex Outsourcing Pty Ltd

Head of Global Business Development, Currency Select

2008 – 2016 | Located in Melbourne, Australia

- Continued to perform business, partner, product and intellectual property development following Travelex's acquisition of the Pulse international business and assets from Sonic Communications (see below) in 2008 through to Travelex's divestment of the Currency Select business and assets to Global Blue Group in April 2016.
- Helped Travelex to divest Currency Select to Global Blue Group.
- Directly involved in all business operations and growth initiatives, including driving new revenue streams from merchants, processors and acquirers globally, through to the present.
- Managed all global business development resources and initiatives.
- Provided Dynamic Currency Conversion and Multi-Currency Processing expertise to internal and external stakeholders (customers, partners).

Pulse International Pty Ltd

Director of Product and Business Development

2001 – 2008 | Located in Melbourne, Australia

- While representing IFS International (see below), established a long-term software licence, maintenance and support deal with Pulse International for IFS' acquirer transaction processing solutions for card payment authorisation, clearing and settlement.
- Helped to establish and operate a joint venture between Pulse International's parent (Sonic Communications) and IFS International called IFS Asia Pacific.
- Helped to effect Sonic's acquisition of IFS International's global business and assets and

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establish and operate Sonic Global Solutions as the new branded entity.

- Helped Sonic to divest Sonic Global Solutions' business and assets to TNS Inc.
- Helped Sonic to divest Pulse International's business and assets to Travelex Group.
- Directly involved in all business, partner, product and intellectual property development for Pulse International's suite of merchant and acquirer processing and related services including Pulse's strategic relationship with Travelex Group.

IFS International, Inc.

Regional Manager Oceania

1998 – 2001 | Located in Melbourne, Australia

- Represented the NASDAQ-listed IFS International in Oceania during and after its acquisition of NCI Inc (see below).
- Developed pipeline for IFS' acquirer transaction processing solutions and closed two major deals with payments startup ventures in Australia.
- Helped establish a joint venture with Australia's Sonic Communications to create IFS Asia Pacific to service regional acquirer processing software opportunities.

Network Controls International, Inc.

Regional Manager Asia Pacific

1996 – 1998 | Located in Melbourne, Australia

- Established representative office to service business opportunities in Asia Pacific (head office based in Charlotte, NC, US).
- Managed product sales to financial institutions in Australia.
- Seeded new business opportunities which closed following IFS International's acquisition of NCI, Inc.

NCI Ltd

Senior Consultant

1994 – 1996 | Located in London, UK

- Designed, built, configured, installed and supported FinTech software solutions for financial institutions, securities / FX traders and IT companies in the UK, Europe and US.
- Lead the development and productisation of "teller assist" cash recycling software integration solution, and supported sales, implementations and channel partner development.
- Developed and implemented a marketing plan with the MD to drive new business in Europe.

Fujitsu Australia Ltd

Systems Engineer | Banking and Retail industry specialist

1987 – 1993 | Located in Melbourne, Australia and San Diego, USA

- Designed, built, configured, installed and supported retail delivery, banking and ATM systems and software for major Australian and US financial institutions and retailers.
- Provided product and solutions support for commercial bids, presentations, proposals, workshops and training.
- Lead localisation of global ATM product for Australian marketplace.

EDUCATION

Graduate Diploma of Applied Finance and Investment

Securities Institute of Australia (now FINSIA), 1993

Bachelor of Electrical and Electronic Engineering (Honours)

University of Melbourne, 1986

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PATENTS

Transaction system supporting dynamic currency conversion

Australian Innovation Patent 2007100392, 15 May 2007

Australian Standard Patent 2015275305, 23 Dec 2015

New Zealand Patent 555036, 8 May 2007

Singapore Patent 147792, 15 May 2007