
Executive Profile

Transformative leader of business development solutions with over 20 years of experience.

Well-established executive with demonstrated track record of success guiding comprehensive enterprise level strategies and initiatives. Talented manager of critical projects and programs centered on empowering business growth through development of key products and partnerships. Visionary leadership bolstered by skill for sourcing, nurturing, and developing essential cross-functional teams. High-level knowledge of critical business processes. Skilled at cost-efficient delivery of services that optimize gains and mitigate risk. Reputation for delivering top-tier products while enabling peak operational efficiency.

Highlights of Expertise

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| • Business Strategy | • Executive Leadership | • Entrepreneurship |
| • Staff Development | • Software Development | • Product Roadmaps |
| • Technical Implementations | • Mergers & Acquisitions | • Service Management |
| • Strategic Partnerships | • Business Development | • Revenue Growth |
| • Scrum Master | • Cloud Expertise | • Data Scientizing |

Professional Experience

ES Solo Holdings, LLC

CTO (2017 – Present)

Spearhead the strategic direction and design/architecture of crucial blockchain and AI initiatives like implementation of the 'Pillars x Layer' system. Oversee multi-million-member programs distributing services to a variety of national public departments including police forces, nurses, and teachers. Currently guiding project centered on replacing Zambian national ID with KYC crypto-key embedded technology enabling delivery of dynamic QR codes from key readers. This technology will empower calculation of KYC scores utilizing the US FICO formula to integrate an efficient solution for credit systems in United Banks of Africa (UBA), Barclays, and Ecobank loan/banking products.

- Piloted successful launch of KYC-as-a-Service on Blockchain solution with over 3.5 million members across public departments.
- Produced robots utilizing machine learning practices and analytical algorithms to leverage transactional entries and uncover improper use of funds.
- Utilized IoT processes to achieve automation in procurement.

Alipay

CTO Office | Head of Engineering | Head of Innovation (2014 - 2017)

Facilitated implementation of technical initiatives that aligned with business strategies and long-range objectives. Meticulously built tech-focused financial services platform that harnessed best-of-breed solutions while prioritizing revenue generation and operational optimization. Designed comprehensive AI-focused platform strategies for the 'Taobao Double Eleven Festival' that enabled efficient processing of payment, transfer, and refund transaction requirements. Guided cross-functional team of 23 across the full development lifecycle tasked with revamp of global payment infrastructure.

- Integrated AI 'robots' that replaced level 1 customer service reps by encapsulating language requirements for ML/NLP English and Chinese utilizing different accents and regional dialects.
- Managed global infrastructure project end-to-end that successfully realized enablement of real-time processing of customers' crypto-asset transactions.

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- Moved Alipay to a Blockchain based platform to manage each transaction.

Tencent WeChat Money

CTO (2011 - 2014)

Led strategic direction of the organization concentrated on product development throughput and technical implementations. Collaborated with leadership team on business roadmap and strategies with a forward-thinking mindset outside of technology. Secured agreements with local authorities to deliver large scope projects on-time. Ensured projects adhered to deliverable requirements, established schedules, and budget parameters.

- Spearheaded migration of WeChat money from an optional regional environment and product platform to a global-based solution.
- Created and implemented money transfer feature within the WeChat application.

Alcatel-Lucent

CTO (2008 - 2011)

Leveraged wide-ranging technical, product, and service development expertise to prioritize objectives and shape the organizational strategic direction. Cultivated and managed long-term partnerships and stakeholder relationships while developing key technical platforms. Coordinated research and development (R&D) efforts via leadership of cross-functional teams. Appeared at trade shows and conferences to present the vision and accomplishments to industry leaders and experts.

McKinsey & Company | Digital Technologies

Partner (2003 - 2008)

Led the revitalization of clientele while launching existing products and services that reinvigorated market competitiveness through fresh approaches. Coordinated negotiations with banks and ministries to enable service launches. Partnered with client CTO to develop and launch innovative technology that localized services.

Additional Experience

CGEY Chicago, **Director**

Andersen Consulting, **Senior Manager**

Education

Master of Business Administration (MBA)

London Business School

BScS, Business Development

University of Warwick