

Alexander Dewison

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Director of Digital Solutions for Europe

Profile

Experienced **Product Manager** with a well rounded technical understanding of the **Fintech industry**.

I'm inspired by being a player **and** a coach to visionary product teams using hypothesis generation to solve problems within both large & smaller, fast-paced organisations.

Experience

Global Payments

Director of Digital Solutions for Europe

March 2023 - Present

- Defining and executing the **digital strategy** for the European region.
- Ideation and launching of new digital / eCom payment products and services tailored to European market needs.
- Establishing and nurturing partnerships with key stakeholders, including banks, merchants, and technology providers.
- **Leading and motivating** a high-performing team of digital product managers to deliver exceptional results.

Senior Manager, Digital Solutions

March 2023 - May 2024

- **Head of Digital Solutions** - Tokenisation, fraud & authentication, reporting and hosted payment solutions
- Manager to a set of Product Managers all focused on eCom products to merchants globally.

Digital Product Manager

June 2022 - March 2023

- **Proposition lead** for digital wallets Apple & Google pay, tokenisation, and account updater
- Envision and ideation lead for billing & boarding transformation for the ecommerce product suite

SaltPay - Senior Product Manager

November 2021 - June 2022

Saltpay is positioned perfectly to address the physical terminals and card processing SMB market with a differentiator of Enterprise level customer care.

- The **first Product Manager on the ground in the UK** with duties to integrate SaltPay's large array of recently acquired businesses into a single platform.
- Report directly to the **Chief Product Officer**
- **Hypothesised and drove major transformation** in the UX strategy of the product within the first 12 weeks. Evaluated and selected a major UX partner to assist with UX Testing, Interviews & Observations to improve **Time-to-completion & customer journey flow**.

Worldpay

(5 years, 11 months)

Product Manager

April 2021 - November 2021

- Prime owner with duties to roadmap & deliver 2 key products; **Marketplaces & PayFacs** against aggressive OKRs.
- Direct hiring, line management and coaching **2 Product Owners & 1 Business Analyst**
- **Acted as pre-sales** for many of the large enterprise & strategic deals within the Worldpay group such as **AfterPay, Apple, Starbucks**.

Senior Business Analyst

April 2019 - April 2021

This role had a blend of internal strategy and customer-facing work (50:50)

- Managing and working with Global eCom customers
- Reported to Managing Director & CTO as well as VP, Gateways advising on all payment initiatives such as mobile wallets, account verifications & payouts structure API product lines.
- Working with Hypermedia APIs, Swagger & JSON with demos via Postman

Business Analyst / Product Owner

Aug 2017 - April 2019

- Work directly with a development team building new microservices (AWS, Terraform, Jenkins)
- Work closely with go to market product managers to understand customer needs
- Manage development backlogs
- Stakeholder management

Implementation Consultant

Jan 2016 - August 2017

Implementation consultant providing technical integration support for a Payment Gateway. Working with corporate customers, to ensure they meet deadlines for their online services.

Freelance Web Developer

Feb 2015 – Jan 2016

Creating unique responsive designed websites for clients emphasising on SEO and Google Adword marketing campaigns. Increasing traffic and flow of websites.

Feed Media Group Ltd - Web Developer

Feb 2014 – Feb 2015

C# Web Developer & Azure Back end Developer for Northampton Saints & Ulster Rugby. Responsible for updating the company website and social media.

Education

2010 – 2013 University of Northampton *BSc Computing (Software Engineering) 2:1*

2008 – 2010 Long Road Sixth Form College *A-Levels Extended Project (A), Business (B), I.C.T (C), History (C)*

PO / BA Qualifications

International Diploma in Business Analysis - **BCS**

IS Business Analyst L4 - **BCS**

Advanced Certified Scrum Product Owner - **Scrum Alliance**

Certified Scrum Product Owner - **Scrum Alliance**

Certified Lean Kanban - **Beliminal**

User Stories with BDD - **Beliminal**