

Manuel Sandhofer

SVP / GENERAL MANAGER EUROPE / UK - NIUM



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DOB: 1979

EDUCATION

LAW STUDIES

LMU Munich
1999 - 2004

BUSINESS STUDIES

Fernuniversität Hagen (Remote)
2004 - 2007

KEY SKILLS

Consultative Selling
Relationship Management
Scaling Teams
Team Leadership
Stakeholder Management
Strategic Partnerships
Sales Strategy
Change Management
Communication

LANGUAGES

GERMAN | Native
ENGLISH | Fluent
FRENCH | Intermediate
SPANISH | Basic

PROFESSIONAL PROFILE

A senior payments Executive with extensive experience in international sales, scaling business and general management, driving growth and breakthrough sales performance in the Gateway, Bank and Financial Intermediary merchant payments sectors. Experience of building new business sales teams and 'go to market' strategies for both direct and indirect channels in a high-performance environment. Developing executive level relationships with clients and third parties to build trusting partnerships that deliver long term and profitable growth. I demonstrate pace and urgency, and actively drive the agenda in alignment with stakeholders to achieve goals and KPI's.

EXPERIENCE

SVP / GENERAL MANAGER EUROPE AND UK

Nium, London | June 2023 – Present

SVP SALES AND PARTNERS / PAYONEER MERCHANT SERVICES

Payoneer, Munich/London | January 2021 – Mai 2023

CO-FOUNDER OPTILE (ACQUIRED BY PAYONEER – NASDAQ/PAYO)/ CCO

Optile GmbH, Munich | April 2020 – Jan 2021

CO-FOUNDER OPTILE / CCO

Optile GmbH, Munich | November 2014 – April 2020

SENIOR ASSOCIATE – COLLATERAL MANAGER -SECURITIES LENDING & REPO

Unicredit Bank Germany, Munich | September 2012 – October 2014

ASSOCIATE- COLLATERAL MANAGER -SECURITIES LENDING & REPO

Unicredit Bank Germany, Munich | July 2010 – August 2012

MANAGER – ONLINE BANKING OPERATIONS / PROJECTS

Unicredit Direct Services GmbH, Munich | May 2005 – June 2010