



CONDENSED COMPETENCE SHEET

Rosanna Helm-Visscher

Senior fintech leader with deep payments expertise and a strong partnerships network.

BASE

Germany

EMAIL

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LINKEDIN

[linkedin.com/in/rosannahelm](https://www.linkedin.com/in/rosannahelm)

Executive-level commercial and ecosystem leader with 15+ years across fintech, ecommerce, enterprise technology and advisory environments.

Combines strategic leadership, payments market depth, cross-functional execution and a well-established network across PSPs, platforms, financial institutions, payment stakeholders and growth partners.

Best suited to senior leadership mandates where business growth, market development, commercial partnerships and payment strategy need to be aligned at management level.

LEADERSHIP PROFILE

- Senior manager and team lead with experience across mentoring, hiring and international stakeholder alignment
- Strong bridge between commercial, product and technical functions in high-growth and enterprise settings
- Advisory mindset from EY and IBM combined with operational fintech execution at Amazon, Computop, Mollie and Ecommpay

PAYMENTS AND NETWORK STRENGTH

- Deep online payments knowledge across acceptance, payouts, APMS, open banking and PSP ecosystems
- Strong network across platforms, payment providers, financial partners and broader fintech market participants
- Turns market relationships into strategic distribution, revenue and go-to-market leverage

BEST-FIT MANDATES

- VP / Head of Partnerships, Business Development or Ecosystem
- Commercial leadership roles in payments, fintech or platform businesses
- Senior market development, strategic growth or advisory assignments

CORE CAPABILITIES

Executive stakeholder management

Payments strategy

Partner ecosystem growth

Strategic business development

GTM and market expansion

Commercial negotiation

SELECTED CAREER FOUNDATION

Ecommpay

Strategic relationships, ecosystem growth and commercial opportunity development.

Computop

Payments infrastructure, merchant-relevant use cases and partner ecosystems.

IBM

Enterprise technology grounding, structured stakeholder management and strategic engagement.

Mollie

Partner development and market expansion in a high-growth European fintech environment.

Amazon

Global platform rigor, scaled operations and international stakeholder environments.

EY

Analytical, advisory and business communication foundation for senior-level commercial conversations.

EDUCATION

BA and diploma studies in translation, interpreting, business, law and intercultural communication.

LANGUAGES

German, English, Bulgarian, plus working familiarity with French, Spanish and Italian.