

Tommy Dolan

Executive Profile



CONTACT



www.tommydolan.com



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ABOUT

I am a sales and support leader, operations manager and payments technology engineer with 23 years of expertise. My experience ranges from sales systems architecture to complete oversight of running a business including product development, product implementation, finance, legal, compliance, training and marketing. I have significant experience with virtualization and remote work/team management, leveraging technology and Agile principles where possible. I have a penchant for software, payments, blockchain, banking, robotics, AI, smart-contracts and telecommunications. I believe better technology makes the world a better place. Since 2003 I have specialized in the fields of VAR channel development, sales automation, point of sale, payments issuing and acquiring gateways, M&A, and Visa/MC/Interac interchange omni-channels. My experience is balanced between sales and operations; leadership, marketing, business and product development. I am a self-starter that will identify a market opportunity and then "close the deal", "launch" or "oversee the partnership". I am a skilled communicator; public speaker and I love managing teams of all sizes; I have been known to infuse energy, passion and creativity into work groups. I am well-traveled throughout nearly 50 countries and accustomed to high level of business travel and trade show work as needed.

SOFT SKILLS

- ✓ Sales and Support Leader
- ✓ Mentor / Coach
- ✓ Executive Problem Solver
- ✓ Marketeer
- ✓ Software Engineer
- ✓ Architect
- ✓ Thought Leader
- ✓ HR Leader
- ✓ Well Travelled
- ✓ Payments Expert
- ✓ Blockchain and Crypto Expert
- ✓ Banking Expert
- ✓ Treasury Solutions Expert
- ✓ Retail POS Expert
- ✓ Automation Expert
- ✓ Virtualization Expert
- ✓ NACHA/ACH/EFT Expert
- ✓ Visa/MC Interchange Guru

EDUCATION

- 2012 ● **ITIL 3.0 Certificate**
EXIN Institute, Toronto ON
Score: 98%
- 2005 ● **Graduate Certificate in Business Administration**
John Molson School of Business, Montreal QC
Specialization: Business Administration
- 2003 ● **Bachelor of Computer Science with Honors**
Concordia University, Montreal QC
Specialization: Information Systems

EMPLOYMENT

- 2019 to Present ○ **VP Sales and Marketing, Paywell™**
www.paywelltechnology.com: Integrated payments technology, MSP, PSP gateway and ISO sales center.
GM, Quick Enrollment™ (a division of POSconnect)
www.quickenrollment.com: Hockey Canada's official software enrollment platform for Eastern Canada.
Director, InterPay (a division of POSconnect)
www.quickenrollment.com: Hockey Canada's official software enrollment platform for Eastern Canada.
- 2016 ○ **GM, POSconnect**
www.posconnect.com: PSP, Payfac, Payments gateway and POS terminal technology MSP and MSB.
- 2012 ○ **GM, North American Bancard (then TMS)**
www.totalmerchantservices.com: Top 15 American processor (\$15B) based out of Los Angeles California.
- **Chase® Channel Program Director, Everlink®**
Pioneered and oversaw the gateway partnership between Chase® and Everlink™ for all of Canada.
- 2007 ○ **Payments Director, Everlink®**
www.everlink.ca: One of Canada's largest financial technology companies serving 496 banks, CUs and FIs.
- 2006 ○ **VP Sales, Inkas™**
www.inkas.ca: A leader in financial solutions, ATMs, digital transactions and armed vehicle manufacturing.
- **Sales Director, Vector Networks**
www.vector-networks.com: Transitioned from engineering to sales and marketing full-time.
- 2001 ○ **Senior Sales Engineer, Vector Networks**
www.vector-networks.com: A leader in IT digital asset management, bug tracking and IT data science.
- 1998 ○ **Applications Engineer, Matrox® Imaging**
www.matrox.com: The world leader in processing intensive digital imaging GPUs and software libraries.
- 1994 ○ **Computer Technician, Hackers™**
Local computer shop building PCs, setting up business networks and offering technical consulting.
- Summer 1994 ○ **Computer Assembler, Micron® Technology**
www.micron.com: A world leader in personal computer and laptop manufacturing in the 1990s.

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LANGUAGES

English	■ ■ ■ ■ ■ ■ ■ ■ ■ ■
French	■ ■ ■ ■ ■ ■ ■ ■ ■
Hebrew	■ ■ ■ ■ ■ ■ ■ ■
Spanish	■ ■ ■ ■ ■ ■ ■
German	■ ■ ■ ■ ■ ■

PROJECTS AND INVESTMENTS

- 2011 - Present ● **President, Tom Dolan International Consulting**
www.tommydolan.com: leadership, software, operations and capital market consulting firm specializing in CBV.
- 2019 - Present ● **Investor and Interim CEO, Kenobi**
www.kenobinetworks.com: SDWAN, VPN, TNaas networking and telecommunications technology startup.
- 2017 ● **Investor and Interim GM, BitBuy (now First Ledger)**
www.bitbuy.ca: one of Canada's first turnkey crypto e-wallet and brokerage companies specializing in blockchain software.
- 2015 ● **Co-Founder and GM, FINconnect (now POSconnect)**
www.posconnect.com: A crypto solutions treasury platform allowing for e-commerce and push/pull payment solutions.
- 2007 ● **Co-Founder, Conquest Financial (now CVE: FTEC)**
www.fintechselect.com: An Elavon ISO/MSP providing integrated and gateway POS solutions for merchants.
- 2003 ● **Founder and President, Monitex (now Inkas™)**
www.inkas.ca: Elavon's 3rd Canadian ISO/MSP. Owned a call-center team of 18 POS sales reps based on Sales Force® CRM.
- 1994 ● **Founder and President, Innovative Computer Systems**
A pre-internet era computer and software development company specializing in home PCs, networks and gaming.

MENTIONS

7 Successful Corporate Exits

- POSconnect/FINconnect(2019); InterPay (2019);
- Quick Enrollment (2019); BitBuy (2018); TMS (2016);
- Conquest Financial (2008); Monitex (2006) .

Special Achievements

- Certified business coach, Coaching by Values™ (2019);
- Proprietary settlement platform hits \$15M a day (2018);
- Built crypto payment and token treasury PaaS (2017);
- POS terminal software and gateway SaaS (2016);
- Tomahawk missile guidance systems design (2001);
- NASA space shuttle imaging array design (2000);
- Founded ICS Computer and Networking at age 17;
- Started repairing and selling computers at age 13;
- Provincial mathematics champion.

Sales Achievements

- Oversaw \$75M USD revenue stream as GM of TMS N.A.;
- Managed staff of 40 operational and sales reports;
- Indirectly managed staff of 480 via operational reports;
- Managed many direct sales teams / call centers of 20+;
- Consistently surpass sales targets at every career level;
- Achieved Salesman of the Year award multiple times;
- Active rolodex of 3300 Canadian and US sales partners.

Community Contributions

- Community center volunteer;
- Raised capital for the Brain Tumor Foundation of Canada.

Mentors and References

- Mark Ripplinger, Jeff Broudy, Joe Kaplan, Phil Fayer, Sam Jawad, David & Rita Khazanski, Ralph Akhras, Lorne Trottier, Simon Dolan.

INTERESTS

