

Johnny Mukuta Mensah joins PayinTech as Chief Revenue Officer

Press release - December 2019

An expert in SaaS and indirect sales joined PayinTech to guide the company in its international development strategy. Johnny Mukuta-Mensah joins the team as Chief Revenue Officer.



With almost 20 years' professional experience in the software industry, Johnny Mukuta-Mensah worked as project manager before switching to commercial responsibilities for the the last fifteen years.

"The indirect sale of software SaaS through VARs (Value-Added Reseller) is a highly performing selling method coming from the United States. It requires different skills and expertise than the SaaS B2B direct sales. Johnny Mukuta-Mensah's recruitment will allow PayinTech to intensify the indirect development strategy", says Jean-Rémi Kouchakji founder and CEO of the company.

A graduate engineer from Université Libre de Bruxelles, Johnny Mukuta Mensah spent 16 years of his career with Belgian CRM publishers including Selligent. He was one of the first employees there and was in charge of the company's growth until it was sold to an american fund. He was especially in charge of the business development in the United States and in Latin America through

VARs and organized the entire indirect sales channels before leaving in 2016.

"I am very happy to join the PayinTech adventure which reminds me of my beginnings at Selligent in many ways. It's a new challenge for me. The technology is solid, the team is ambitious, and I'm looking forward to contributing to the company's successes", says Johnny Mukuta-Mensah.

PayinTech currently operates in eleven countries, mainly through VARs.



Press Contact

Jean-Rémi Kouchakji - *Directeur Général*
+33 6 25 00 46 15 - jean-remi@payintech.com

About PayinTech

PayinTech is a fintech that provides a new cashless technology to manage on-site payments. It allows business customers to increase their revenue on-site and provide a better user experience.

PayinTech equips resorts, theme parks, events, stadiums, communities, businesses and NGOs in 16 countries across Europe, Africa, the Middle East and Southeast Asia. The PayinTech offer is distributed by numerous regional partners (Brazil, Mozambique, Ivory Coast, Italy, Qatar, Polynesia ...)

The central hub of the solution is a transaction engine allowing to configure, control and boost sales. Users use an NFC object (wristband, card, smartphone) as a means of payment within the ecosystem. Merchants use a business application to cash this private currency. PayinTech technologies are proprietary and patented.

Two fund-raising totaling €5.6 million were made to enable the company to become the global standard for cashless payment.

More information: www.payintech.com

