



Name: Jenna Wyer

Company: Thunes

I've been in the online and digital payments space for 12 years and been part of building and growing four fintech startups to acquisition. My first startup, being Braintree (where I was employee #3), which was acquired by Paypal in 2014. During my time in payments I've worked with banks to change underwriting policies and regulations around high risk models including, payment aggregators, marketplaces and gig economy platforms that were historically declined by banks. I was instrumental in changing JP Morgan Chase's underwriting policies to help Uber, Airbnb, LivingSocial and Hotel Tonight during their inception to gain approval for merchant services.

My extensive experience in building sales, operations, partnership/alliance and risks teams has equipped me with creative problem solving skills, as well as the ability to navigate complex, regulated organizations to revise their legacy processes as technology has evolved. I focus on creating and nurturing long term business relationships built on trust, and work hard to be well educated on payment topics, especially as the space changes. I've built an extensive network with C-Suite executives in various high profile fintech, and banking organizations.

I'm a saleswoman at heart, and have a nose for finding early stage companies, and technologies, that have the right DNA to succeed.