

Michiel Kalff

Regional Director | Sales Director | Manager Business Development

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Professional Overview

I am a results-driven FinTech professional with a strong passion for emerging technologies in the global payments landscape, specializing in smartPOS, softPOS, and both online and offline payment solutions. I excel at building strategic partnerships and taking ownership of complex projects from concept to delivery. With excellent communication and leadership skills, I thrive in guiding cross-functional teams, fostering innovation, and inspiring creative problem-solving. I am dedicated to driving growth by bridging the gap between business objectives and technical execution. Known for accountability, collaboration, and a forward-thinking mindset, I bring energy and enthusiasm to every project I lead. Core strengths include team leadership, stakeholder management, product ownership, and delivering innovative payment solutions that enhance merchant and partner experiences.

Strategic Partnerships | Consultative selling | Business Development | Sales | Relationship Management | Helicopter view | Stakeholder management | Professional | Multi Language | Commercial driven | Team leadership | Product ownership

Professional Experience

Regional Director - Europe, Feitian Technologies Co. Ltd., Soest (NL)

January 2022 – Present

www.ftsafe.com

Introducing Feitian into the European market as a new brand.

- Spearhead the expansion of Partner- and Agent-channel Sales across the European market, driving business growth and revenue performance
- Develop and built out strategic relationships to promote Feitian's ODM/OEM product portfolio.
- Represent the company at key industry events and conferences to enhance brand visibility and strengthen partnerships.
- Identified and acquired 19 partners, Gateway's and FinTech's across Europe.
- Coached and advised Feitian's China headquarters on European business practices, market expectations and effective collaboration methods to enhance cross-regional efficiency.

Owner, Kalff Consultancy, Soest (NL)

January 2022 - Present

- Manage and strengthen stakeholder relationships across the FinTech and Payments industry. This with a focus on acquiring and issuing solutions, biometrics, (smart)POS devices, e-commerce, vending and partner management.
- Develop and execute strategic initiatives to accelerate growth, enhance product innovation and expand market presence.
- Collaborate with leading industry partners to anticipate market trends, identify new business opportunities and drive sustainable success.

Manager Partner Sourcing & Partner Implementation, PinDirect by Cyber & Mason, Amersfoort (NL) |

www.pindirect.nl

November 2020 - December 2021

Assigned to evaluate and onboard new payment terminal vendors while leading expansion initiatives into additional EU markets ensuring strategic alignment, compliance and scalability.

- Advise on acquiring and issuing strategies, delivering end-to-end payment solutions tailored to merchant needs.
- Lead the international expansion of PinDirect. Driving market entry, partner engagement and operational alignment across regions.
- Oversee the implementation of new and emerging payments methods, including NFC, QR-based and biometric recognition payment technologies. This to ensure seamless integration and regulatory compliance.

- Following comprehensive market research and vendor assessments PinDirect concluded that expansion into additional EU markets was premature. It was also recommended maintaining the current partnership with the terminal vendor.

Channel Partner Sales Executive, Kuario BV, Nieuw-Vennep (NL) | www.kuario.com January 2019- November 2019

Assignment to investigate the, by Kuario developed payment solution, was ready for market introduction

- Spearhead the expansion of Kuario's payment application across Europe.
- Accomplished 2 partners in Germany & the UK and 3 International merchants / suppliers.

International Strategic Partner Manager, CCV Group BV, Arnhem (NL) | www.ccv.eu

December 2016-

December 2018

Within the CCV Easy Vending vertical heading the growth for the European market and (potential) customers in Self-Service.

- Introduced and contracted 9 partners, operators & distributors in the EU.
- Acquired 3 PAN EU partners and operators.
- Coached internal and external teams.

Vice President Sales & Marketing, Payter BV, Rotterdam (NL) | www.payter.com November 2014- November 2016

Payter developed and introduced the first unattended device for self-service purposes replacing the old ChipKnip devices.

- Spearhead the expansion of Partner- and Agent-channel Sales across the European market, driving business growth and revenue performance.
- Develop and built out strategic relationships to promote the Payter product portfolio.
- Represent the company at key industry events and conferences to enhance brand visibility and strengthen partnerships.
- Identified and acquired several partners, Gateway's and FinTech's across Europe.

Sr. Market Representative EU Rep. Office, Union Pay, Frankfurt (DE)

June 2014 – October 2014

Principal Product Manager Cards Acquiring & Issuing, ING Bank NV, Amsterdam (NL)

July 2012 – May 2014

Business Manager, C.M. Kalff Beheer BV, Driebergen-Rijsenburg (NL)

May 2012- November 2022

Manager Innovation, Development & Process Management, Equens/PaySquare, Utrecht

August 2006 – May 2012

Entrepreneur – Consultant, TomBas BV, Ellmau (A),

April 2002 – December 2008

Divers, SCM Micro Systems BV | ABN AMRO, See LinkedIn profile

April 1981 – March 2002

Education

1990 - 1992 NCOI Study Economics, Utrecht (NL)

1976 - 1981 HAVO (Economy), Amsterdam (NL)

Professional Qualifications & Training

2012 – 2020 Personal development by webinars & masterclasses | **1976 – 1981** MasterCard & ING dynamics of

Merchant Acquiring | **2008 – 2011** Focus – result oriented coaching / Situational leadership / Project management |

2007 Time Management – Business / Managerial Economics | **2004** Regina Coeli France language | **1982 – 1990** NIBE

| In company training ABN AMRO / ABN / PaySquare / Equens / ING.

Languages

Dutch (native) | **English** (fluently) | **German** (business)