







G R E G D E M A S

EXECUTIVE LEADERSHIP – FINANCIAL TECHNOLOGY

CONTACT

-  646.799.0868
-  gregorydemas@gmail.com
-  [LinkedIn.com/in/gregorydemas](https://www.linkedin.com/in/gregorydemas)
-  Austin, TX

SUMMARY

Dynamic business executive with a record of high growth at both financial institutions and series A/B fintechs. Rare background comprising successful senior leadership in sales and business development as well as corporate finance, strategy and product development. Seamlessly able to merge these experiences into a comprehensive, differentiated style that results in attracting top talent, rapidly growing companies and inspiring potential clients and the investor community to buy into a vision.

EDUCATION

BACHELOR'S DEGREE, FINANCE

University of Illinois at Urbana-Champaign
2001 — 2005

STRENGTHS

- High Growth Enabler
- Recruiter of Top Talent
- Trusted Board and Investor Collaborator
- Architect of Modern Company Culture
- Enterprise Sales and Business Developer
- Distinguished Public Speaker
- Strategic and Analytical Discipline

REFERENCES

- Ken Garcia
PrecisionLender
Co-Founder

- Manuel Chinaea
Popular Bank
Chief Operating Officer

WORK EXPERIENCE

VP, SALES

Q2 | 2018 — PRESENT

\$450mm SaaS company providing digital banking, lending and infrastructure solutions globally to banks and fintechs.

- Head of sales and business development for the co-founders of PrecisionLender, a Series B lending SaaS company acquired by Q2 for \$510mm in November 2019.
- Currently serving as global head of sales for Q2's lending business, integrating PrecisionLender with other acquired solutions and scaling go-to-market across North America, EMEA and APAC.

MANAGING DIRECTOR, HEAD OF RETAIL BANKING AND TRANSFORMATION

POPULAR BANK | 2014 — 2018

A top 50 bank in North America with \$50B in assets.

- Rebuilt Popular's Commercial franchise, acquiring Doral Bank and coupling its strong leadership team with modernized technology and lending products to double the bank's assets between 2015 – 2018.
- Solved bank funding issues, created by rapid asset growth, by transforming Popular's Retail business. Comprehensive effort included re-architecting its brick & mortar branch model, overhauling customer facing digital experiences and rebranding Banco Popular to Popular Bank.

VP, FINANCE

JPMORGAN | 2011 — 2014

JPMorgan's Banking business is the liquidity and payments portion of its global Corporate & Investment bank.

- Global head of Financial Planning & Analysis for JPM's Banking business, leveraging financial models and executive reporting to partner with business executives in run the business and strategic efforts.

DIRECTOR, PRODUCT DEVELOPMENT

REWARDS NETWORK | 2006 — 2011

CREDIT ANALYST

WELLS FARGO | 2005 — 2006