

Roy C. Vella

Managing Director at Vella Ventures Ltd.

Wellesley, MA, US

Digital Strategy Expert, NED/Advisor &
Entrepreneur

Biography

Simply put, my passion is growing businesses at the convergence of online, mobile and financial services -specializing in businesses that intersect digital and real activities. I have a successful track record creating, planning, managing and operating new digital services that deliver amazing user experiences and create real revenue opportunities, across multiple international markets. My goal is to create possibilities through partnerships, products and people, and I have proven results in developing ideas into businesses and individuals into teams. My particular expertise is in Strategy & Business Development, Sales & Marketing, Project Management & Deployment, and, most importantly, being a strong customer advocate to bridge the gap between engineering vision and market reality. I excel at parachuting into new situations, hitting the ground running, and sorting out problems independently while managing shifting goals with little information in a rapidly changing environment. Even so, I am quite comfortable working with big teams managing large-scale projects across a matrix corporation. If you've read this far (thanks!), please feel free to contact me about independent consulting projects, advising opportunities or full-time engagements as I make time for what I find intriguing and challenging.

Availability

Keynote, Moderator, Panelist, Host/MC, Corporate Training

Industry Expertise

Information Technology and Services, Management Consulting, Financial Services, Internet, Wireless, Banking

Areas of Expertise

Innovation, Digital, Transformation, Business Development & Partnerships, Business Strategy, Mobile Financial Services, Growth, Strategy, Digital & Mobile Strategy, Payments Innovation

Sample Talks

The Mobile Wave: The Future of Money

In record time, mobile telecommunications have dramatically altered the world in unforeseen and important ways. The collision of online, telecom and financial services has changed the landscape and those who understand and take advantage of these new market dynamics will be the winners in the long term. This session sets the context for some of the major trends happening globally, the key players in the new ecosystem and how they come together to form a new paradigm for business.

Education

College of the Holy Cross

Bachelor of Arts Mathematics (High Honors)

Stanford University Graduate School of Business

MBA (Entrepreneurship)

Université de la Sorbonne

Wesleyan University Junior Year Abroad Program French History & Literature (conducted in French, Paris, France)

Stanford University Law School

JD (Law, Venture Capital)

Testimonials

Michael Baume

?Roy provides deep insights to the critical factors defining the future of technology in the world today. His experience across different businesses and continents gives context and credibility to the analysis he provides and makes his insights critical to any business undertaking strategic analysis. At a personal level Roy is highly engaging, a great communicator and hugely focussed. All in all a class act whose words are worth hearing and whose presentation skills are of an Oscar winning level.? May 8, 2012

Jeffrey McConnell

?I saw Roy speak at a private event hosted by Alston and Bird in Atlanta. He was one of the best speakers I've seen and gave, literally, the best presentation I've ever seen. His breadth of knowledge on the subject of mobile payments is only surpassed by his ability to communicate that knowledge. He handled the Q&A portion of the meeting equally well and it was a tough crowd.? May 28, 2012

Greg Davis

?I was bowled over by Roy's delivery of a presentation on technology, the like of which I have not heard in over 30 years. A truly inspiring, fun, interesting and motivational overview of the speed and development of modern payment technology and the opportunities that lie ahead.? March 12, 2012

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