Speaker Bios - Innovate 22

(Round 4)

Aaron Whitener, Manager of Sales Engineering**, Abrigo**

Aaron is the Manager of the Sales Engineering Team at Abrigo, where he works closely with financial institutions to implement cloud-based lending products, advise on process improvement, and educate banks and credit unions on how to leverage technologies to enhance traditional workflows. Prior to joining the consultant team, Aaron served as a Regional Sales Manager at Abrigo working to help accounting firms maximize their time and efficiency by providing cloud-based, streamlined solutions for expert grade business analytics and valuation reports. Aaron earned his bachelor's degree in business administration and law from Western Carolina.

Nolan Gesher, Vice President – Client Services

Abrigo

Nolan leverages his extensive background in financial technology sales, enablement, and product management to help customers be successful. He has a proven track record of leading financial institutions to drive growth, manage risk, and scale operations. Nolan joined Abrigo, then Sageworks, in 2016 after holding leadership roles at other financial services technology firms. He earned his MBA from Rutgers University.

Cody Morgan, Enterprise Account Executive, **Adlumin Inc.**

Morgan is an Enterprise Account Executive (AE) at Adlumin Inc., a cybersecurity technology firm that focuses on revolutionizing how corporate institutions secure sensitive data and intellectual property while achieving their compliance objectives through its security and compliance automation platform. Morgan is responsible for assisting SMEs and enterprises in addressing their complex security challenges and supporting the Western US. He focuses on identifying new business opportunities and providing customers with tailored solutions.

Before joining Adlumin, Morgan supported customers on the services side of cybersecurity, providing consulting, professional, and managed services. Additionally, he acted as a value-added reseller to offer match solutions to customers' needs.

In his spare time, you can find Morgan enjoying his favorite hobbies: golf, snowboarding, ice hockey, and surfing

Ryan O'Malley, Enterprise Account Executive, **Adlumin Inc.**

Ryan is an Enterprise Account Executive (AE) at Adlumin Inc., a cybersecurity technology firm that focuses on revolutionizing how corporate institutions secure sensitive data and intellectual property while achieving their compliance objectives through its security and compliance automation platform. Ryan is responsible for assisting SMEs and enterprises in addressing their complex security challenges and supporting the Western US. He focuses on identifying new business opportunities and providing customers with tailored solutions.

Before joining Adlumin, Ryan spent time providing consulting for solutions in the network detection and access management segment of cybersecurity.

In his spare time, you can find Ryan enjoying his favorite hobbies: golf, reading, and writing. He's always looking for the next great book recommendation.

Ravi Sandepudi, Co-founder & CEO, **Effectiv**

Ravi is the Co-founder and CEO of Effectiv, a fraud & risk management platform designed for credit unions. Before starting Effectiv, Ravi was the Director of Product Development at PayPal, leading their efforts in building cutting-edge fraud protection services for thousands of merchants, launching PayPal in China and developing their privacy infrastructure. Ravi joined PayPal via the acquisition of Simility, an pioneer in fraud detection software, where he was the first employee and lead their offices in India and UK. Prior to Simility & PayPal, he worked at Google in their Risk, Trust & Safety organization building systems that detected fraud, malware and abuse across products like Google Search, Ads & Google Pay.

Ritesh Arora, Co-founder & President, **Effectiv**

Ritesh is the Co-founder & President of Effectiv. Before joining Effectiv, Ritesh led the Global Enterprise Fraud Data Science and Analytics team at PayPal. At Simility (acquired by PayPal), Ritesh worked closely with the senior risk leadership of USBank, Itau, Chime, and Discover to scale their fraud and compliance programs. During his time at Simility, as part of the senior leadership team, Ritesh scaled Simility's North American and Latin American businesses. Prior to Simility, Ritesh led the eCommerce and account fraud data science effort for WalmartLabs. In addition to his significant experience in fraud, data science, and technology, Ritesh also holds a master's degree in Management and Statistics.

Ritesh enjoys being in the outdoors and exploring new places and countries. During his free time, he enjoys reading non-fiction and listening to music.

Mike Persichini, Head of Growth, **Effectiv**

Mike is the Head of Growth at Effectiv and serves as a advisor for Non-bank FinTechs.

Before being named Head of Growth in January 2022, Mike was Head of Enterprise Partnerships at Bluevine. Bluevine is a leading Fintech in the SME Space lending space. Before joining BlueVine, Mike led a team of Commercial Bankers as the SVP Market Executive at RBS-Citizens Bank Northeast Region. Mike was responsible for the end-to-management of RBS-Citizens Bank's Commercial Business Development area and supported all marketing efforts and relationship management. Mike also spent 15 years with HSBC, USA and International as an SVP and Senior Executive in several areas of the Bank. Mike earned his BSc. In Criminology at the Indiana University of Pennsylvania and an also earned an Executive Bank Management certificate from the American Bankers Association through Furman University.

Mike enjoys the outdoors, fishing, skiing, and playing golf. Mike also loves to spend time with his daughter and wife traveling to finding interesting places.