MICHAELWILD ADVISORY



EXECUTIVE PROFILE

Michael Wild

Interim CEO · Managing Director · DACH Market Leadership

Regulated financial services · FinTech and payments · Market entry · Growth

Mobilises at short notice · Mandates of 3 to 24 months · German and English

Interim CEO and managing director for regulated financial services, FinTech and payments companies across Europe, with a focus on DACH. Previously managing director of eToro Germany and Binance DACH and head of KPMG's RegTech practice; interim executive mandates since 2023.

He takes charge when a company has to enter the German-speaking market, build an organisation under regulatory supervision or restart growth: entity, team, sales, partnerships and supervisory dialogue under one accountable lead. He knows the bank side (Commerzbank, Credit Suisse), advising banks (KPMG) and running financial platforms (eToro, Binance). Before finance he served twelve years as a senior NCO in the German Army's paratrooper forces, more than ten of them in continuous leadership roles, last as platoon leader in the Special Operations Division.

15+
years in DACH financial services

2.1m → 3.2m
Binance Germany customers in c. 18 months during his tenure, on a c. €5m budget

+76%
eToro Germany users during his tenure, from c. 680k to over 1.2m

1 → 25
people in the RegTech practice he built at KPMG, c. €6m revenue

5
legal entities built in parallel, Binance DACH

55
Ferrari dealers live with crypto payments, KYT Pay

WHEN HE IS BROUGHT IN

1 Market entry into DACH
Entity, team, sales and supervisory dialogue built in parallel, as at eToro, Binance and Deblock.

2 A vacancy at the top
Take over as managing director, stabilise the business and hand over to a permanent appointment.

3 Building under supervision
Organisation, governance and compliance set up to withstand scrutiny from BaFin, FINMA and FMA.

4 Restarting growth
Reset sales, partnerships and market presence, as at Deblock and KYT Pay.

5 A new unit or platform
From zero to handover, like KPMG's RegTech practice or the dEURO stablecoin platform.

MANDATE FORMAT
Three months to two years, full-time or part-time, directly or through interim providers. Focus on Europe, including Switzerland and the UK; available worldwide.

Career

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INTERIM MANDATES SINCE 2023

2026
Southeast Asia

Confidential payments company · Senior Executive Advisor (interim)
Commercial and strategic market development at executive level. Details under a non-disclosure agreement.

Feb – Mar 2026

Deblock · Interim Managing Director Germany
Go-to-market strategy, positioning and target segments; set up PR and communications and owned the marketing strategy. Launch covered nationally by Börsen-Zeitung, BTC-ECHO and IT Finanzmagazin.

Oct 2024 – Sep 2025
Zug

dEURO Association · Interim CEO and Board Member
Build-out of a decentralised euro stablecoin platform: regulatory architecture for DE, CH and AT, banking set-up and market launch; dialogue with BaFin, FINMA and FMA; distribution partnerships with payment providers and exchanges.

Jun 2023 – Jun 2024
Frankfurt

KYT Pay · Co-founder, Chief Strategy & Growth Officer
Won the crypto-payments mandate for Ferrari's Western European dealer network in competition, before a product existed. When the technology partner could not deliver, brought in Ammer and built the first product version in eight weeks. 55 dealers live with four cryptocurrencies and euro settlement; the business was then acquired by Ammer.

EXECUTIVE ROLES

Feb 2022 – Jun 2023
Frankfurt · Berlin · Zurich

Binance · Managing Director (CEO) DACH; first managing director in Germany
During his tenure the German customer base grew from 2.1m to 3.2m (+52%) in c. 18 months, on a c. €5m budget. Built five legal entities in parallel, opened offices in Frankfurt, Berlin and Zurich and led the licensing dialogue with BaFin.

May 2021 – Jan 2022
Frankfurt

eToro Germany GmbH · Managing Director Germany & Austria
Set up the German entity and office and initiated the BaFin fit-and-proper process. During his tenure German users grew from c. 680k to over 1.2m (+76%); developed the institutional and high-net-worth client segments.

Dec 2018 – May 2021
Frankfurt

KPMG Germany · Head of RegTech & Digital Compliance Advisory
Took over the unit with a single working student and built it to 25 people and c. €6m revenue. Originated and won the trade-surveillance implementation at Commerzbank, a programme that generated close to €30m revenue for KPMG over its lifetime. New clients in Hamburg, Berlin, Munich and Switzerland.

BANKING AND CONSULTING

2015 – 2018
Zurich

Credit Suisse AG · Vice President, Risk & Compliance
Led teams of up to 25 people with budgets of CHF 5–60m; Chief Risk Officer change programme in Zurich and Warsaw.

2014 – 2015
Frankfurt and London

Capco · Senior Consultant
Management and technology consulting for banks and capital-markets firms.

2010 – 2014
Frankfurt

Commerzbank AG · Dual degree programme; Assistant to the Divisional CEO, Market Operations
Worked directly for the head of Market Operations: operations, infrastructure and top-management decisions.

GERMAN ARMED FORCES

1998 – 2010
latterly Special Operations Division

Paratrooper forces · Senior NCO, last as platoon leader
More than ten years in continuous leadership roles, at home and on multiple deployments in crisis regions. Officer suitability confirmed by the officer selection centre in Cologne, followed by a deliberate decision for university and a career in finance.

Leadership and credentials

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MANDATES

- **Interim CEO / Managing Director**
- **DACH market leadership (Country Manager)**

ALSO

- Chief Operating Officer
- Commercial leadership
- Board and strategic advisory
- Sparring partner and trusted advisor, one to one

CORE EXPERTISE

- Regulated financial services and FinTech
- Payments and financial technology
- Market entry and international expansion
- Business transformation and commercial growth
- Organisational build-out and operational leadership

LEADERSHIP PROFILE

Full accountability

As managing director responsible for budget, legal entities, teams and supervisory dialogue; at Binance for Germany, Austria and Switzerland.

Building from zero

Department, entity, region, venture: KPMG RegTech from 1 to 25 people, eToro Germany, Binance DACH, KYT Pay.

Leading under pressure

More than ten years in continuous leadership roles as a soldier, at home and on deployments, last as platoon leader. Teams of up to 25 in banking and consulting.

> "Outstanding stress resistance makes him a reliable leader even in critical and stressful situations."
>
> Official performance evaluation, Paratrooper Battalion 263 (translated)

EDUCATION

- B.A. Banking & Finance
- LL.M. studies, GGS Heilbronn (TUM Campus Heilbronn), Dieter Schwarz Foundation scholar
- Postgraduate studies in Global Business (PGDip), Saïd Business School, University of Oxford
- Certified trainer (AEVO, German chambers of commerce)

GERMAN ARMED FORCES

- More than ten years in leadership roles, last as platoon leader
- Went through special forces selection
- Several specialised training courses
- Multiple deployments in crisis regions

LANGUAGES AND REGIONS

- German, native
- English, negotiation level
- French and Thai, basic
- Experience of Asian business culture: Singapore, Thailand, Malaysia

VENTURES AND ADVISORY

- Managing Director, Michael Wild Advisory
- Co-founder, Depositly Social: digital billing for social-care providers
- Academic Director, FK Akademie (Firmenkompass GmbH); coaching with a c. 90% integration rate
- Senior Advisor, Sparchef (2026): 8,000+ app downloads in c. eight weeks
- Network of C-level advisors from leading institutions, industry leaders and key opinion leaders

TEACHING, SPEAKING, MEDIA

- Lecturer on blockchain and stablecoins, DVFA and Hanseatic Blockchain Institute
- Speaker at WHU Campus for Finance and Frankfurt School
- Interviewed and quoted in Börsen-Zeitung, manager magazin, Handelszeitung, Citywire and t-online, among others

CONTACT

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AVAILABILITY

At short notice, subject to capacity – please enquire
Focus on Europe, available worldwide
www.michaelwildadvisory.com

