



Accomando Consulting, Inc.

## **Biography:**

### **James L. Accomando**

*Jim Accomando is President of Accomando Consulting, Inc. (ACI), a leading management and marketing information consulting company. Jim has over 20 years of experience in E-Commerce/Payment Systems, Consumer Lending, Finance, Marketing and Operations of Credit, Debit and Merchant Card Sales, Mortgage Origination/Servicing, and Retail Branch Operations.*

*Throughout his career, Jim has made significant contributions within prominent companies. At priceline.com, Jim served as Senior Vice President Adaptive Marketing Card Products responsible for sourcing and managing all financial services and association relationships generating in excess of \$20M cross-sell revenue year one. In addition, Jim was in charge of new product development expanding on patented intellectual property business practices providing consumers' choice and control when conducting e-commerce. At GE Capital, Jim was Vice President in charge of Business Development and Partnership Marketing where he sourced and managed all agent bank, affinity/co-branding and bankcard association relationships. Jim was also responsible for the GE Rewards MasterCard program and the management of more than 40 national leading industry and retail partners. As a member of GE Capital's Innovation Council, he launched the industry's first instant credit point-of-sale bankcard program at Toys "R" Us and Kids "R" Us merchant outlets. Jim was also Vice President at MasterCard International where he was responsible for member relations with issuers and acquirers in the Northeastern Region of the U.S. Jim was instrumental in the national launch of Maestro—MasterCard's on-line debit program.*

*Jim has chaired and given keynote addresses at widely recognized conferences worldwide. He frequently conducts workshops on the latest trends in financial services and is a sought-after industry source contributing to many noted national and international publications. His dedication to service includes memberships in both civic and professional organizations. Jim continuously gets nominated and selected for inclusion in a variety of national and international directories of Who's Who in executives and professionals.*

*Through his unique operating philosophy of involving strategic alliances with leading industry professionals, vendors and suppliers, Jim is able to provide the most innovative and cost-effective business solutions possible. This proven methodology enables ACI to create and manage the right solution for any organization on schedule and on budget, while never losing sight of their goals. The client list covers a wide range of industries in e-commerce, retail, technology, service, media, etc.*

*Jim received his MBA, with an emphasis in finance and marketing, and a BA from the University of California at Santa Barbara. He and his wife Wendy, a second grade school teacher, live with their son A.J. and daughter Olivia in Fairfield County, Connecticut.*