

UATP and Airline Business present:

Airline Distribution 2005

19-21 April 2005
Marriott Resort and Spa
Bangkok



Topic: Session 7: Tackling Payment Costs

Date: Thursday, 21 April 2005

Time: 2:15 – 3:15 pm

Roy Vella

**Director, Business Development, Merchant Services
PayPal, Inc., an eBay company**

Mr. Vella joined PayPal in 2003 and is currently leading business development for PayPal's Merchant Services group. Merchant Services is responsible for PayPal's U.S. merchants who sell off-eBay and business development efforts center around channel partnerships with merchant service providers such as payment processors, payment gateways, and eCommerce enablers such as web hosts and shopping carts. Previous to PayPal, Mr. Vella worked as the VP of Sales & Marketing at 4charity, Inc. (a software startup focusing on corporate philanthropy for the Fortune 500), and, prior to that, as a Partner at Quantum Technology Ventures (a corporate VC firm focusing on the storage industry). As an entrepreneur, Mr. Vella co-founded NetAbacus Corporation, a web-based purchasing service for small businesses, serving as the VP of Marketing/Strategic Relations. When the market turned in mid-2000, he facilitated the acquisition of NetAbacus by Biztro and the combined entity became Rivio, where he was responsible for channel marketing and customer acquisition. Before graduate school, he began his career in Client Service at the Leo Burnett Company in Chicago, working with such clients as Sony Consumer Electronics and Miller Brewing. Currently, Roy serves as the Board President Emeritus of Variety Children's Charity of Northern California and Board Treasurer of BATS Improv, an improvisational school and theater company. He holds a BA in Mathematics (with High Honors) from the College of the Holy Cross, a JD from Stanford Law School, and an MBA (with certificates in Global and Public Management) from the Stanford Graduate School of Business.

