

Fabio Menghini

Associate

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Languages: English and Italian



Expertise

- Finance and Valuation
- Mergers
- Strategy

Sectors

- Digital
- Financial Services

Profile

Fabio has more than 20 years of experience in the financial and payments services industry. He has held roles as Sales and Marketing Director at Carisbo (a former Italian savings bank that is now owned by Intesa), Deputy General Manager of Italy's leading payments operator (currently Nexi), and EMEA Head of TSYS (a Global Payments Company), working alongside the chief multinational players focused on digital payments solutions. Fabio has been the Board Director for several financial and insurance companies.

Through his role at TSYS, Fabio gained extensive expertise in supporting banks to meet their growing demand for digital transformation. He was also among the first in the domestic financial services industry to adopt data science and machine behavioural cluster analysis to develop customer analysis and risk assessment tools and practice.

Thanks to his professional career, Fabio has secured an unparalleled grasp of the business models, regulatory frameworks and competitive environment in the financial services industry. He is currently Adjunct Professor of Industrial Strategy and Corporate Finance at Università Politecnica delle Marche (UNIVPM) in Ancona, and has authored several publications concerning the digital economy.

At Oxera, Fabio supports the Financial Services team, working with banks, other financial services and payments institutions, and FinTech and insurance companies.

Since 2016, Fabio has been Adjunct Professor of Industrial Strategy and Corporate Finance, Università Politecnica delle Marche, Ancona, Italy. From 2018 to 2020 he was Adjunct Professor of Digital Economy, Department of Law, UNIMC Macerata University, Macerata, Italy.

Oxera Associates are highly skilled independent experts who are recognised within a variety of sectors. These individuals have a wealth of knowledge within their fields, and our collaboration with them means that we can offer the best advice, inspiring our clients to make better decisions.

Selected professional experience

- Supporting investment banks, private equity funds and other financial institutions in M&A activities, chiefly through the provision of marketing intelligence, key contacts, strategic consulting and deal-making advice (2017–)
- Taking responsibility for business development in Southern Europe as the Southern Europe Director at TSYS International—one of the largest credit card processors worldwide. This involved facilitating contacts and agreements with key players for strengthening TSYS's competitive position in several markets (2013–16)
- Supporting TSYS International's entry strategy in Italy as the company's Italy Head, actively working to tailor the processing platform to the region's needs and promoting the migration of several applications to a digital environment (2009–12)
- CEO of Domani Sereno Service, a subsidiary of Eukedos—one of Italy's leading health industry companies, which is listed on the Milan stock exchange (2006–09)
- Managing FMR Art'è—the most well-known domestic company specialising in the sale of artists' books in limited editions, and publisher of the prestigious art magazine FMR—as CEO and General Manager (2003–05)
- Director of Strategic Planning, Card Issuing Division Head, and Corporate Marketing Director for CartaSi (now Nexi), Italy's largest payment card issuer (1996–2003)
- Director Marketing and Sales for Carisbo (now a subsidiary of Intesa Group), one of the leading savings banks in Central Italy (1992–96)
- Business Strategies Manager for Montedison, a large and diversified financial conglomerate that was broken up at the end of the 1990s (1983–91)
- Participating in projects related to strategies and corporate organisational structure as a Consultant at McKinsey & Company (1982–83)

Qualifications

- Negotiation Skills course, Froggatt Gottwald Consulting, UK
- Public Speaking course, Froggatt Gottwald Consulting, UK
- Marketing Management Summer Course, Stanford University (Graduate School of Business), USA
- Finance for Executives, INSEAD, Fontainebleau, France
- MBA Economics and Corporate Management, ISTAO (Istituto Adriano Olivetti di Studi per la Gestione dell'Economia e delle Imprese), Acona, Italy
- Bachelor's degree Philosophy, University of Urbino, Italy