

DIMITRIOS DOSIS



Dimitrios Dosis is President at Mastercard, responsible for the company's data analytics and professional services business arm. He serves as member of the company's management committee.

Dimitrios leads a global business helping retailers, governments, and banks solve pressing issues with data-driven solutions. Mastercard's transaction insights, analytic capabilities, embedded platforms with self-service predictive technology, as well as a team of 2,000+ expert professionals across the globe are fueling success in this business.

PROFESSIONAL

MASTERCARD INTERNATIONAL (since 2005)

Member of Mastercard Global Management Committee (since 2019)

- Set strategy in data and analytics, ethical use of AI, data anonymization, financial inclusion of consumers and SMEs (small to medium enterprises) through responsible data practices
- Principal executive for acquisitions and minority investments in analytics and cyber technology
- Principal executive of the Mastercard Economics Institute
- Leading Covid-19 response – helping cities, governments, and businesses act by leveraging data and insight products. Focused on driving digital success of SMEs with a local footprint

President, Mastercard Advisors (since 2018)

- Lead Mastercard's high-growth professional services arm with 2,000+ employees globally
- Provide end-to-end services from insights, to recommendations, to execution to over 5,000 customers in 50+ countries
- Responsible for Mastercard's global data and analytics center of excellence in Delhi

Previous roles and mandates at Mastercard (since 2005)

- Executive Vice President, Global Sales and Services
- Senior Vice President, Asia Pacific and Middle East Africa, Europe
- Integration executive for *Applied Predictive Technologies™*, *5One™*, *Cytec™*
- Founding board of *Trūata*, independent data anonymization company in Europe

ROLAND BERGER (2003-2005) – Co-lead of European transaction banking practice

A.T. KEARNEY (1998-2003) – Financial Institutions Group

PASSION & PUBLICATIONS

Global data responsibility imperative

- Advocate for data practices that put individuals at the center of their personal data; launched the [Mastercard Global Data Responsibility Imperative](#) (2019)
- Further reference on the topic: interviewed by the [Australian Financial Review](#), [Epoca Negocios](#) (Brazil), sponsored data responsibility [whitepaper](#)

The "great data exchange"

- Connect what businesses and consumers value in terms of data, enabling the end consumer to directly benefit from her data; particularly interested in furthering "Me2B" initiatives
- Sponsored research from the Harvard Business Review: [The Great Data Exchange](#) (2020), [Uncovering the Keys to Becoming Analytics-Driven](#) (2018); interviewed by [China Daily](#)

Covid-19 recovery insights

- Launched Recovery Insights, a set of tools, innovation and research to help businesses, cities, and governments manage through Covid-19
- Includes collaboration with central banks and governments through the Mastercard Economics Institute, *SpendingPulse*™ updates for banks and retailers, and publicly available insights (e.g., retail's [shift to digital](#))

Digital acceleration for SMEs

- Support small and medium enterprises with practical digital tools that help them grow their business
- Includes [ShopOpenings.com](#), a platform to better connect consumers to local SMEs during Covid-19; SME digital readiness assessment with customized support to drive adoption

EDUCATION & PERSONAL

Education

- PhD Economics, European Business School
- Master of Business Administration, Berkeley Haas Business School, École Supérieure de Commerce Clermont Ferrand, European Business School
- Master's Economics, FernUniversität Hagen

Personal

- Born German resident, Frankfurt am Main area; dual German and Greek citizenship
- Age 47, married with 2 kids (Magdalena and Ioannis)