



Kerim Chouaibi

Executive Director, Financial Services Industry

Accomplished Investment & Strategy Leader with a distinguished career across Private Equity, Banking, and Tier-1 Corporate Strategy. Expert in managing complex capital structures and orchestrating multi-billion dollar portfolios through disciplined Capital Deployment and rigorous Deal Governance.

I bring a unique dual perspective of buy-side execution and Supervisory Board oversight, specializing in navigating the heightened scrutiny of regulated financial environments.

+49 (0) 176 45886336

Kerim.Chouaibi@gmail.com

60385 Simsonstraße 13, 60385 Frankfurt

Skills

Leadership
Financial Analysis
Stakeholder Engagement
Strategic Partnerships
Private Equity Operations
M&A Integration
Strategic Management
Key Account Management
Sales Excellence
Change Management

Languages

Deutsch (native)
English (fluent)
Arabic (fluent)
French (basic knowledge)

Interests

Family
running
football
various sports
traveling

Work experience

Senior Advisor

October 2025

Aspera Group, Frankfurt

Current

- Cross-Asset Advisory: Acting as a lead consultant across a diverse investment landscape, including Infrastructure, Private Equity, Debt Financing, and Venture Capital.
- High-Level Stakeholder Management: Orchestrating and leading dialogues with top-tier Management
- Strategic Institutional Partnerships: Managing critical relationships with banks, funds and infrastructure projects.
- Transaction Leadership: Spearheading the end-to-end execution of Private Equity deals and capital raises.

Board of Directors

January 2020

AURIN Trinity SCS SICAF RAIF, Luxembourg

October 2025

- Oversee creation of Fund structure including GP
- Lead Multi Asset Strategy
- Lead Asset Management
- Corporate Governance

Managing Partner

January 2020

AURIN Investment Group, Frankfurt

October 2025

- Held full P&L and overall operational responsibility as the firm's owner and head of management.
- Managed and oversaw an investment portfolio with a double-digit million EUR turnover.
- Successfully established and structured a new Private Equity fund (RAIF).
- Successfully built the private equity firm from the ground up.
- Provided expert consulting services, including Due Diligence for key transactions.
- Orchestrated the successful takeover and integration of Wirecard.
- Orchestrated the successful takeover and integration of Viveum.

Board of Directors

October 2021

QENTA Inc., Houston, Texas

October 2024

- Provide strategic guidance and corporate governance oversight for the company's executive leadership.
- Advise on key business decisions, including corporate strategy, financial performance, and risk management.
- Participate in committee work to ensure regulatory compliance and ethical business practices.
- Leverage expertise in financial services, M&A, and private equity to support long-term growth initiatives.
- Build and maintain relationships with key stakeholders, including shareholders, management, and external partners.
- Successfully advised the company on [specific achievement, e.g., a major M&A deal or strategic pivot].
- Implemented best-in-class governance practices, enhancing the board's effectiveness and oversight.
- Provided critical insights that contributed to [specific outcome, e.g., improved financial performance or market position].
- Successfully signed a SPAC (Special Purpose Acquisition Company) deal.
- Led the integration of several M&A transactions, including the successful integration of AptoPayment.

Member of the Supervisory Board

July 2020

BAM Card, Sarajevo

October 2025

- Performance Monitoring
- Legal Compliance Reviewing the Financials: Examining the annual financial statements, the management report, and the proposal for the distribution of profits.
- Strategy Approval
- Budgeting
- Counseling

Board of Directors

January 2022

ASA Finance

October 2025

- Director of the Financial Services Group of ASA
- Including ASA Banka and ASA Osiguranje which are the leading local Bank and the leading Insurance in Sarajevo (BiH)
- Responsible for Bank Holding Company obligation and strategic planning
- Lead for special project like the issuance of the first Corporate Bond

Chief Commercial Officer

October 2021

QENTA Inc.

October 2024

- Drive the company's commercial strategy, focusing on sales, marketing, and business development to achieve revenue targets and market leadership.
- Lead and manage all commercial teams, including sales, business development, and marketing, to ensure alignment with corporate objectives.
- Identify new business opportunities and forge strategic partnerships to expand the company's market footprint and client base.
- Oversee budget management and resource allocation for all commercial activities.
- Ensure a strong focus on customer satisfaction and retention to build long-term relationships and drive recurring revenue.

CEO

May 2018

AURIN Capital Management

December 2021

- Hold ultimate responsibility for all strategic, operational, and financial functions as the firm's sole representative.
- Lead and direct all aspects of the firm's private equity activities, with a focus on investment strategy, due diligence, and deal execution.
- Drive and execute Merger & Acquisition (M&A) transactions, from target identification and negotiation to post-merger integration.
- Manage a multi-million EUR portfolio and maintain full profit and loss (P&L) responsibility.
- Develop and implement strategic plans to expand the firm's market presence and generate sustainable growth.
- Build and maintain strong relationships with investors, clients, and key industry stakeholders.
- Successfully established and scaled the private equity firm from the ground up, creating a robust operational and investment framework.
- Successfully executed multiple M&A transactions, significantly growing the firm's assets under management (AUM).
- Successfully provided expert consulting services, including comprehensive Due Diligence for key client transactions.

Director, Head of Key Account Management & Partnerships

September 2018

April 2019

American Express Payment Services Ltd.

- Led 16 employees.
- Responsible for multi-billion EUR turnover.
- Expanded business volume with key accounts and the unmanaged base.
- Developed and managed strategic partnerships.
- Managed budget and cost centers, including regulatory compliance.
- Translated global strategies into local market implementations with a multi-million budget.
- Successfully implemented multi-channel marketing and sales programs.

Director, General Manager Head of Nordics & Head of Key Account Management Germany

February 2018

August 2018

American Express Payment Services Ltd.

- Led 29 employees.
- Held P&L responsibility for the Nordics (Sweden, Finland, Norway).
- Developed strategy and managed market entry in the region.
- Implemented regulatory, compliance, and governance requirements.
- Established a regional strategic approach.
- Built and led high-performing teams.

Director, Head of Key Account Management & Partnerships

May 2016

February 2018

American Express Payment Services Ltd.

- Led 15 employees.
- Negotiated contracts, marketing budgets, and growth strategies.
- Expanded key accounts and the unmanaged base.

- Developed strategic partnerships.
- Successfully implemented change management within the Key Account Management team.
- Tripled face-to-face meetings and doubled marketing offers.
- Successfully renegotiated all key account contracts.

**Director Marketing, Head of Consumer
Card Acquisition Germany & Austria**

May 2015

May 2016

American Express Services Europe Ltd.

- Led 10 employees.
- Managed a multi-channel marketing strategy with a double-digit million budget.
- Developed strategic partnerships with PAYBACK and banking partners.
- Managed digital marketing campaigns, including TV.
- Achieved record levels in card acquisitions.
- Expanded the team and built new structures.

Director, Head of Sales B2B & B2C

January 2015

May 2015

American Express Payment Services Ltd.

- Led 23 employees.
- Managed five sales channels, including telesales.
- Developed performance monitoring and pipeline management.
- Received the American Express PRESIDENTS AWARD.
- Exceeded annual sales goals by 200%.

Director, Head of B2B Germany & Austria

February 2014

December 2014

American Express Payment Services Ltd.

- Led 12 employees.
- Developed B2B sales and relationship strategies.
- Built B2B loyalty solutions.
- Received the American Express PRESIDENTS AWARD.
- Exceeded annual sales goals by over 200%.
- Launched a loyalty solution.

**Team Leader Merchant Acquisition B2B
Germany & Austria**

July 2011

February 2014

American Express Payment Services Ltd.

- Led 2 employees.
- Managed B2B strategic sales for "Working Capital".
- Was the first employee in Europe to exceed the annual goal by 500%.
- Successfully launched "Buyer Initiated Payments".

Sales Manager Merchant Acquisition B2B

July 2010

June 2011

American Express Payment Services Ltd.

- Developed the "Working Capital Solution" from the ground up.
- Managed strategic sales in the B2B key account segment.
- Exceeded the annual goal by over 150%.

Manager Strategic Alliances Germany & Austria

October 2007
June 2010

American Express Int., Inc.

- Managed external sales channels.
- Cooperated with payment providers, banks, and acquirers.
- Exceeded the annual goal by over 150% for two consecutive years.

Project Manager Merchant Affiliation

September 2006
September 2007

American Express Int., Inc.

- Managed Six Sigma projects.
- Reengineered end-to-end processes.
- Increased efficiency by 100% through process optimization.

Student Trainee – Strategic & Operational Sales

July 2005
August 2006

INVERS GmbH, Siegen

Student Trainee – Strategic & Operational Sales

January 2004
May 2005

Schneider+Co., Kreuztal

Apprenticeship in Steel and Concrete Construction

August 1994
June 1997

Otto Quast, Siegen

● **Education**

Master's degree in Business Administration (Grade: 1.5)

2001
2006

University of Siegen

International Business & Marketing

2004

University of Queensland, Brisbane

High school diploma ("Abitur")

2000

Siegerland Kolleg, Siegen