

Curriculum Vitae

DONOVAN MARAIS

INTEGRATION ARCHITECT / PRODUCT
OWNER / MANAGER / INNOVATION
SPECIALIST / ENTREPRENEUR



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South Africa



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donovan@donovanmarais.com



PERSONAL DETAILS

Date of birth
1976-08-05

Nationality
South African

Availability
Calendar Month

Marital status
Divorced

DRIVING LICENSE

Driving license category
EB, A

With more than 30 years of experience in financial transaction processing, mainly in the FinTech sector, my career has grown to include software and systems integration, product ownership, and development management. I have led local and international development teams and have a solid grasp of the full software development lifecycle (SDLC), as well as project, people, and resource management. My strong entrepreneurial skills combine strategic thinking and hands-on execution, and I excel in high-pressure situations. I have shared industry insights with international audiences through media appearances and formal presentation training. I can work effectively in fully remote, distributed team settings or in an office environment.

In my current role as an Integration Architect, Product Owner, and Innovation Specialist, I must identify opportunities for process and system improvements. I aim to reduce business and user friction and drive meaningful changes to enhance usability, revenue growth, and customer engagement. I work closely with stakeholders, end users, business analysts, and technical leaders to scope, deliver, and roll out scalable, cloud-based financial solutions across teams located in different regions.

My expertise includes cloud-based ISVs and integrated financial transaction services. I support organizations from small and medium-sized enterprises (SMMEs) to multinational companies, all while working in global development environments. I have in-depth knowledge of South African banking and transactional switching, having moved from core banking operations into client-facing roles in risk, innovation, and third-party payment systems.

I am a self-motivated and innovative professional with a strong history of delivering complex, high-impact projects ahead of schedule and within budget. I am passionate about technology, continuous learning, and empowerment. I am driven by the desire to use innovation and entrepreneurial thinking to enhance customer experience and promote sustainable profitability.

Please refer to my **LinkedIn profile** or personal **CV website** for further details on my experience and endorsements.

Note: Items in **bold** are hyperlinks

WEBSITE & SOCIAL LINKS

www.donovanmarais.com



LANGUAGES

- ENGLISH

- AFRIKAANS

WORK EXPERIENCE

NETCASH (PTY) LTD

Jan 2013 – Apr 2026

Integration Architect / Product Owner / Manager / Innovation Specialist

Role Overview

I am responsible for owning and optimizing complex systems and processes, identifying improvement opportunities, evaluating alternative solutions, and driving change initiatives that enhance profitability, usability, and operational efficiency. I manage initiatives end-to-end, ensuring successful implementation and measurable business outcomes.

Key Responsibilities & Achievements

- Act as a primary liaison between internal stakeholders and external partners to ensure seamless project initiation, execution, and delivery on time and within budget.
- Drive continuous improvement by identifying and implementing enhancements that increase revenue, improve system performance, and boost end-user engagement.
- Collaborate closely with end users and product owners to gather requirements, quantify business value, and advocate for necessary system and process changes.
- Support business analysts in the development of detailed scoping and requirements documentation to ensure clear alignment between business and technical teams.
- Facilitate project conversion following stakeholder approval, ensuring alignment with strategic objectives and organisational priorities
- Co-manage development teams and resource allocation alongside technical leads to optimise delivery, testing, and overall solution quality.
- Lead the rollout of enhanced transaction processing solutions, contributing to improved user experience, increased adoption, and sustained profitability.

FOOTNOTE

- *Netcash (PTY) Ltd was established in 2003. I joined Netcash in 2005.*
- *Sage Group PLC acquired Netcash in 2010 and rebranded the company to Sage Pay South Africa.*
- *A management buyout in 2018 resulted in the company changing ownership again and re-branding back to Netcash.*
- *I have been employed at the **same company** (which has undergone name changes but not management) since 2005.*

SAGE PAY SOUTH AFRICA

Jan 2010 - Dec 2012

Channel Manager

I served on the Sage Pay South Africa Executive Committee (ExCo) until 2018, overseeing Corporate and Direct Systems Integration. I managed all Sage channels' integration with Netcash, ensuring successful project completion by 2018.

As an expert in Systems Architecture and Integration Management, I led multiple internal and external IT development teams on an international level.

I am proficient in Reporting, Feedback, and Project Management, demonstrating strong organizational skills and still manage all third-party Systems Integration via Secured Web Services into the Netcash infrastructure.

See footnote above

NETCASH (PTY) LTD

Senior / Key Account Manager

Dec 2005 - Dec 2009

I established a strong Sales and Marketing presence for Netcash in Gauteng, South Africa through successful initiatives from 2005-2007 and demonstrated adaptability and growth within various roles since joining Netcash in December 2005, contributing to the company's evolving brand and strategic vision.

I relocated to Cape Town in 2008 and spearheaded corporate sales and service management for a substantial client portfolio, representing nearly 50% of company revenue by end 2008.

I expertly negotiated and nurtured client relationships, driving new business acquisition and retention within a highly competitive landscape.

See footnote above

ALLOS CONSULTING

Project Manager

Jan 2005 - Dec 2005

I was responsible for the implementation of Corporate LMS systems, ensuring seamless integration and user adoption. Day-to-day project management, driving efficiency and meeting key milestones formed part of my role.

I also co-managed marketing campaigns, boosting brand visibility and engagement through innovative strategies and orchestrated high-impact events and sales initiatives, enhancing customer connections and driving revenue growth.

OTHER

Various

Dec 1994 - Dec 2004

Refer to my **CV website** for a comprehensive outline of employment.

EDUCATION

UNIVERSITY OF JOHANNESBURG

Johannesburg
2006

NDip Law

Comprehensive understanding of SA Law, including General Law, Criminal Law, and Family Law
Expertise in Law of Criminal Procedure and Evidence
Expertise in Civil Law and Business Law
Legal Communication Skills
Expertise in Labour Law and the Law of Delicts
Skilled in Legal Drafting

VARIOUS

South Africa

Various Institutions

Refer to my **online CV** for a comprehensive outline of qualifications.

HOËRSKOOL ROODEPOORT HIGH SCHOOL

Roodepoort, South Africa
1994

High school diploma

Matriculated / Senior Certificate Grade 12

PUBLICATIONS

See my LinkedIn profile (www.linkedin.com/in/maraisdonovan) or CV website (www.donovanmarais.com) for comprehensive list of publications and appearances.

SKILLS

- EFTS & Transactional Processing
 - Management (various positions)
 - Systems Architecture
 - People Management
 - Online Payments
 - Systems Integration
 - Sales & Marketing
 - Entrepreneurship
 - Product Owner
 - Innovation
 - CSI / Charity Involvement
 - Public Speaking & Training
 - Stakeholder Engagement
 - Project Management
 - Technical Assistance
 - Project Architecture
 - Team Management
 - Client Engagement
 - Problem Solving
 - Leadership
 - Paralegal
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HOBBIES

Photography, AI research, Historical research, Adventure motorcycling, Camping, Outdoor adventures, Scuba diving, Traveling, Entrepreneurial ventures, Web development, Charity involvement, Children, women, and animal rights advocacy.

I have spearheaded multiple CSI initiatives, was appointed SAGE Foundation Head (Coastal Regions) and continue to lead and participate in community related charity projects.

IN CLOSING

My extensive experience in South Africa's banking industry has equipped me with a

solid foundation in technical, sales and management. I have led projects that span multiple sectors, including cloud-based services and complex integrated financial solutions. My ability to manage high-pressure situations and lead teams effectively is supported by my strong people skills, which foster collaboration and drive team success.

Thank you for considering my CV. I am eager to discuss how my extensive experience, entrepreneurial drive, and passion for innovation can contribute to your organization's success.

Click here to schedule an interview with me

Note: Items in **bold** are hyperlinks

31 March 2026

ATT: Whom it may concern

Re: Service Letter: Donovan Marais (ID: 7608055005089)

Dear Sir/Madam,

This letter serves to confirm that Donovan Marais was employed by Netcash from 1 January 2006 to 30 April 2026, completing 20 years of dedicated service to the organisation.

During his tenure, Donovan held several progressively senior roles, culminating in his position as **Integrations Architect**. In this capacity, he played a key role in the design, development, and support of integration solutions between Netcash web services and a wide range of third-party systems.

Donovan was instrumental in shaping our integration architecture, ensuring scalable, reliable, and secure connectivity for clients and partners. His deep technical expertise, problem-solving ability, and strong understanding of system integration principles contributed significantly to the stability and evolution of our platform. He was also a valued resource to both internal teams and external stakeholders, consistently demonstrating professionalism, accountability, and a collaborative approach.

Over his 20 years with Netcash, Donovan built a reputation as a dependable and knowledgeable professional, and his long-standing contribution has had a meaningful impact on the business.

We sincerely thank Donovan for his years of service and commitment, and we wish him every success in his future endeavours.

Should you require any further information, please do not hesitate to contact me in writing at the email address below.

Yours sincerely,

A handwritten signature in black ink, appearing to read "C. Pittaway", written over a white rectangular background.

Charles Pittaway

Chairman

charles.pittaway@netcash.co.za