

THOMAS JENNINGS

Embedded Payments | ISV & Technology Partnerships | Enterprise Payments Sales

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PROFESSIONAL SUMMARY

Hunter-oriented business development professional with 14+ years spanning merchant acquiring, embedded payments, enterprise SaaS, and platform partnerships. Repeatedly identifies the software or service provider that already sits between the vendor and thousands of end merchants, and builds the channel there rather than selling account by account. Combines high-volume self-sourced pipeline generation with consultative, multi-stakeholder cycles across executive, product, and technical buyers.

CORE QUALIFICATIONS

- Full-cycle new-partner acquisition across ecosystem research, executive access, discovery, technical stakeholder alignment, commercial negotiation, and close.
- Payments fluency across merchant acquiring, interchange economics, gateway and integration models, embedded payment monetization, posting, and reconciliation.
- Partner ecosystem mapping and prioritization by strategic fit, revenue potential, integration depth, and market influence across software platforms, banks, and payment providers.
- Consistent quota attainment, including an approximately 25% close rate and approximately 20 SaaS wins monthly at Salesflow.
- Business-case selling against deferred and contingent ROI models, including federal tax-credit capture and compliance-driven adoption decisions.
- Self-sourced pipeline generation from public records, system signals, and operational triggers rather than inbound or marketing-supplied leads.
- Disciplined CRM, pipeline-management, and forecasting practices across Salesforce, HubSpot, and Freshsales.

PROFESSIONAL EXPERIENCE

Sales & Strategic Partnerships | Bank Up Corporation 2026 (Project-Based)

- Led new-logo and partner development for a payment-operations business supporting \$4B+ annually across municipalities, utilities, banking, and property management, with exposure to CIS/ERP posting, exceptions, and reconciliation.
- Mapped operational dependencies between payment acceptance, CIS/ERP posting, exceptions, and reconciliation to clarify modernization pathways for utilities and municipal finance.
- Built prioritized account and ecosystem motions across cities, utilities, software providers, and banks, converting public records, system signals, contract timing, and operational hypotheses into direct stakeholder conversations.
- Opened municipal discovery that surfaced a forthcoming collections RFP and clarified the incumbent payment strategy, allowing the opportunity to be qualified around the surrounding receivables workflow.
- Participated in partner demonstrations and sales-engineering sessions; produced leadership-ready market briefs, account maps, and partner-prioritization frameworks to sharpen field execution.

Sales Consultant, QuickBooks Ecosystem | Intuit 2024 – 2025

- Consulted SMB owners on accounting, payroll, payments, merchant services, and workflow automation, translating operational needs into product adoption decisions.
- Consistently exceeded performance goals through consultative discovery and solution-based selling.

Account Executive | Salesflow 2020 – 2023

- Managed the complete SaaS sales cycle from discovery through close, averaging approximately 20 wins per month while sustaining an approximately 25% close rate.

- Sustained approximately 80 scheduled executive conversations per month through disciplined outbound prospecting and follow-up.
- Advised founders and executive teams on outbound strategy, messaging, pipeline development, and revenue generation; introduced recorded-call coaching to improve sales consistency.

Enterprise Account Executive | Employer Benefit Systems 2015 – 2019

- Primary producer behind growth of the company book of business from approximately \$500K to \$1M+ over 18 months.
- Closed two to four multi-unit franchise operator agreements per quarter, averaging approximately five locations per operator across 100+ McDonald's franchise locations.
- Entered the market on ACA employer-mandate compliance, then scaled the WOTC motion after the December 2015 PATH Act retroactively reauthorized the credit — selling a deferred, legislatively contingent ROI model to franchise owners and CFOs.
- Built a one-to-many channel by identifying regional franchise operator groups, securing group presentations to 15–30 owner-operators at a time.
- Identified and opened the leading national payroll and accounting provider to McDonald's owner/operators as a channel partner, escalating to executive review as a route to embed the product in an existing back-office workflow serving thousands of locations.
- Pursued corporate approved-vendor and API integration status as a distribution strategy, competing against venture-backed rivals bidding at zero margin for the same standard.
- Recruited, trained, and coached three SDRs while consistently exceeding quota.

Sales Manager / Account Executive | Independent ISO of Chase Paymentech 2009 – 2012

- Sold merchant services, terminals, and payment gateways to SMB merchants, averaging more than one closed deal per day.
- Managed and trained a four-to-six rep outbound team, building objection-handling scripts and demonstration frameworks.
- Built foundational expertise in merchant acquiring, payment acceptance, interchange economics, and card processing.

ADDITIONAL EXPERIENCE

Business Development, M&A Transaction Services — SRS Acquiom (2014 – 2015) | Executive Recruiter — Morgan 20/20 Search (2012 – 2013); opened relationships including Best Buy, Intuit, and Amazon, with average engagement of approximately \$80K.

PROFESSIONAL DEVELOPMENT & TECHNOLOGY

Training: Sandler Sales Training | Challenger Sales Methodology

Technology: Salesforce | HubSpot | LinkedIn Sales Navigator | Freshsales | QuickBooks