

THOMAS JENNINGS

Payments • Bill Pay & Recurring Payments • Bank & Credit Union Enterprise Sales

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PROFESSIONAL SUMMARY

Hunter-oriented enterprise sales professional with 14+ years of B2B payments experience, including direct, hands-on exposure to ACH, card processing, recurring-payment authorization, and the funding, settlement, posting, and reconciliation workflow behind every transaction. Proven ability to independently build pipeline from zero and close net-new business in a high-volume, transaction-oriented sales motion. Skilled at translating payment-acceptance and EBPP technology into executive-level value for bank and credit union treasury, operations, and member-experience stakeholders.

CORE QUALIFICATIONS

- 14+ years of B2B sales experience in payments and payments-adjacent fintech, with direct exposure to ACH, card processing, recurring-payment authorization, funding, settlement, posting, exceptions, and reconciliation.
- Established history of independently generating pipeline and closing new business in a high-volume, transaction-oriented sales motion — sustained ~25% close rate across ~80 scheduled executive conversations per month.
- Built an outbound banking pipeline from zero, developing 20+ regional and national bank opportunities across treasury, RDC, reconciliation, and operational receivables — the same buying committees EBPP and recurring-payment decisions run through.
- Skilled at explaining technical payment products to both technical and non-technical audiences — bank and credit union executives, CFOs, treasury teams, and operations leaders.
- CRM-proficient (Salesforce, HubSpot, Freshsales) with disciplined pipeline hygiene, activity logging, and forecasting habits.
- Research-driven, self-starting approach to prospecting, discovery, and account development.

PROFESSIONAL EXPERIENCE

Sales & Strategic Partnerships | Bank Up Corporation

2026 (Project-Based)

- Sold within a payment-operations business supporting \$4B+ annually across banking, utilities, municipalities, and property management, with direct exposure to ACH processing, funding, settlement, posting, and reconciliation workflows.
- Built an outbound banking pipeline from zero, developing 20+ regional and national bank opportunities across treasury, RDC, reconciliation, and operational receivables — generating active meetings and qualified interest within 60 days, including Centennial Bank, Webster Bank, American Momentum Bank, and City National Bank of Florida.
- Developed and field-validated a strategic repositioning — from lockbox vendor to operational receivables and reconciliation infrastructure — through direct discovery with banking, treasury, and municipal stakeholders.
- Produced ecosystem maps and partner-prioritization frameworks used to focus outreach on the highest-value banking and treasury opportunities.

Sales Consultant, QuickBooks Ecosystem | Intuit

2024 – 2025

- Consulted SMB owners on accounting, payroll, payments, merchant services, and workflow automation, including recurring-payment and bill-pay adoption.
- Consistently exceeded performance goals through consultative discovery and solution-based selling.

Account Executive | Salesflow

2020 – 2023

- Managed the complete sales cycle from discovery through close in a high-volume, transaction-oriented SaaS motion — closing ~20 opportunities per month while sustaining a ~25% close rate.
- Advised founders and executive teams on outbound strategy, messaging, pipeline development, and revenue generation.
- Introduced recorded-call coaching that improved sales consistency across the organization.

Enterprise Account Executive | Employer Benefit Systems

2015 – 2019

- Expanded a two-location McDonald's franchise relationship into approximately 1,500 locations — nearly 40% of the North American franchise market — through executive-level, education-driven selling.
- Increased annual recurring revenue from approximately \$500K to more than \$1M within six months through account expansion and executive education.
- Presented complex regulatory and financial concepts to franchise owners, CFOs, and operations executives.
- Recruited, trained, and coached three SDRs while consistently exceeding quota.

Merchant Acquiring & Payments | Elite Merchant Solutions

2008 – 2012

- Built foundational expertise in merchant acquiring, payment acceptance, interchange economics, and card processing.
- Consistently ranked among the organization's top-performing sales professionals.

ADDITIONAL EXPERIENCE

Business Development, M&A Transaction Services — SRS Acquiom (2014–2015) • Executive Recruiter — Morgan 20/20 Search (2012–2013)

PROFESSIONAL DEVELOPMENT

Sandler Sales Training • Challenger Sales Methodology

TECHNOLOGY

Salesforce • HubSpot • LinkedIn Sales Navigator • Freshsales • Seamless.AI • QuickBooks