

THOMAS JENNINGS

Named-Account Sales | Payments Infrastructure | Fintech | SaaS

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PROFESSIONAL PROFILE

Enterprise sales professional with 14 years of full-cycle B2B experience across payments, embedded infrastructure, and vertical SaaS. Brings a consultative, research-driven approach to named accounts: understand the client's operating environment, quantify operational friction, and coordinate stakeholders around a credible commercial roadmap.

SELECTED IMPACT

- Delivered 120% of quota at Intuit selling QuickBooks, Payroll, Payments, and workflow automation to SMB and mid-market buyers.
- Grew book of business from approximately \$500K to more than \$1M over 18 months as primary revenue producer at EBS.
- Achieved a 38% win rate at Intuit; at Salesflow, averaged approximately 20 deals per month and ranked as top closer for 35 of 36 measured months.
- Expanded from two initial McDonald's franchise clients to a portfolio spanning 100+ franchise locations.
- Developed partnership strategy and ecosystem frameworks for a payment operations platform processing \$4B+ annually across banking, utilities, municipalities, and property management.

CORE EXPERTISE

Named-Account Sales | Consultative and Challenger Selling | Payments and Embedded Finance | Financial Infrastructure | Platform Partnerships | Strategic Account Expansion | Executive Relationship Development | Multi-Stakeholder Discovery | Pipeline Management | Full-Cycle B2B Sales | Salesforce | HubSpot

PROFESSIONAL EXPERIENCE

BANK UP CORPORATION | Sales and Strategic Partnerships

2026 | Project-based

- Developed partnership strategy for a national payment operations platform processing \$4B+ annually across banking, utilities, municipalities, and property management.
- Built targeted banking and treasury outreach that established new connections with senior leaders across treasury management, association banking, and specialty deposits.
- Produced ecosystem maps, strategic narratives, and partnership frameworks used to prioritize platform, banking, and referral opportunities.
- Developed a strategic repositioning from lockbox vendor to operational receivables and reconciliation infrastructure, supported by market research and stakeholder discovery.

INTUIT | Sales Consultant, QuickBooks Ecosystem

2024 - 2025

- Delivered 120% of quota with a 38% win rate, selling QuickBooks, Payroll, Payments, and workflow automation through consultative discovery and solution-based selling.
- Developed multi-product proposals connecting accounting, payments, and operational workflow to measurable business outcomes.

SALESFLOW | Account Executive

2020 - 2023

- Managed the complete SaaS sales cycle from discovery through close, averaging approximately 20 deals per month at a 25% close rate and ranking as top closer for 35 of 36 measured months.
- Advised founders and executive teams on outbound strategy, messaging, pipeline development, and revenue generation.
- Introduced a recorded-call coaching methodology that improved sales consistency across the organization.

EMPLOYER BENEFIT SYSTEMS | Business Development Manager | Enterprise Account Sales

2015 - 2019

- Grew book of business from approximately \$500K to more than \$1M over 18 months as primary revenue producer through strategic account expansion and executive-level consultative selling.
- Expanded from two initial McDonald's franchise clients to 100+ franchise locations through executive engagement and franchise-network development.
- Recruited, trained, and coached three SDRs while consistently exceeding quota.

SRS ACQUIOM | Business Development, M&A Transaction Services

2014 - 2015

- Built executive relationships across private equity, venture capital, investment banking, and corporate development organizations to generate recurring deal flow.

MORGAN 20/20 SEARCH | Executive Recruiter

2012 - 2013

- Opened enterprise recruiting relationships with Best Buy, Intuit, Amazon, and other national organizations; completed executive placements averaging approximately \$80K in placement fees.

ELITE MERCHANT SOLUTIONS | Sales Manager / Account Executive, Merchant Acquiring and Payments

2008 - 2012

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

PROFESSIONAL DEVELOPMENT AND TECHNOLOGY

Sandler Sales Training | Challenger Sales Methodology | Salesforce | HubSpot | LinkedIn Sales Navigator | QuickBooks