

THOMAS JENNINGS

Partnership Account Executive | Fintech · SaaS · Payments

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PROFESSIONAL SUMMARY

Enterprise sales and partnerships professional with 14+ years of B2B and SaaS sales experience across fintech, payments, and financial infrastructure. Proven history of prospecting, closing, and expanding strategic accounts — including growing from two McDonald's franchise clients to approximately 1,500 locations and doubling ARR from roughly \$500K to \$1M+ in six months. Research-driven hunter skilled at translating complex technical platforms into executive-level value and building partnership strategies across banking, treasury, and vertical SaaS ecosystems.

CORE QUALIFICATIONS

- 14+ years of B2B and SaaS sales experience within fintech and fintech-adjacent markets
- Established history of prospecting new clients, generating leads, and closing sales — approximately 25% close rate sustained across a high-volume SaaS sales motion averaging 80 scheduled executive conversations per month
- Outstanding ability to explain technical products to non-technical audiences — banking executives, franchise owners, CFOs, and operations leaders
- Creative, research-driven approach to sales and relationship-building — ecosystem mapping, market research, and partner prioritization frameworks
- Proficient in Salesforce, HubSpot, LinkedIn Sales Navigator, Freshsales, and Seamless.AI

PROFESSIONAL EXPERIENCE

Sales & Strategic Partnerships | Bank Up Corporation

2026 (Project-Based)

- Developed partnership strategy for a national payment-operations platform processing \$4B+ annually across banking, utilities, municipalities, and property management.
- Built and managed an active outreach pipeline across 20+ regional and national banks — producing active meetings and qualified interest within 60 days of launch.
- Identified commercial opportunities across banking, treasury, fintech, and vertical SaaS ecosystems through research-driven market analysis.
- 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.

Sales Consultant, QuickBooks Ecosystem | Intuit

2024 – 2025

- Consulted SMB owners on accounting, payroll, payments, merchant services, and workflow automation.
- 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, closing approximately 20 opportunities per month while maintaining 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 from two McDonald's franchise clients to approximately 1,500 restaurant locations through executive education and account expansion.
- Increased annual recurring revenue from approximately \$500K to more than \$1M within six months through enterprise 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.

Business Development, M&A Transaction Services | SRS Acquiom*2014 – 2015*

- Built executive relationships across private equity, venture capital, investment banking, and corporate development organizations.
- Researched acquisition activity to prioritize strategic relationships and recurring deal flow during the industry's transition to electronic transaction processing.

Executive Recruiter | Morgan 20/20 Search*2012 – 2013*

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

Merchant Acquiring & Payments | Elite Merchant Solutions*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

Sandler Sales Training • Challenger Sales Methodology

TECHNOLOGY

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