

THOMAS JENNINGS

Enterprise SaaS Sales | New-Logo ERP | Local Government & Financial Operations

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PROFESSIONAL SUMMARY

Hunter-oriented enterprise sales professional with 14+ years of B2B experience spanning SaaS, payments, accounting workflows, treasury, and municipal receivables. Proven ability to build pipeline from zero, gain executive access, and translate complex operating environments into a practical case for change. Brings high-activity new-logo execution and disciplined discovery to multi-stakeholder, long-cycle modernization decisions.

CORE QUALIFICATIONS

- Enterprise new-logo execution across account research, executive access, discovery, stakeholder mapping, solution alignment, and procurement planning; sustained an approximately 25% close rate and 20 SaaS wins monthly at Salesflow.
- Expanded two initial McDonald's franchise relationships into approximately 1,500 locations through consultative, executive-level selling.
- Developed municipal and utility accounts using installed-system research, operational triggers, contract intelligence, and cross-functional stakeholder mapping; operational fluency across ERP, CIS, payments, receivables, reconciliation, and treasury workflows.
- 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 direct exposure to CIS/ERP posting, exceptions, and reconciliation workflows.
- 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.

Account Executive | Salesflow

2020 - 2023

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

- Expanded two initial McDonald's franchise relationships 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; presented complex regulatory and financial concepts to owners, CFOs, and operations executives.

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 performers.

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; average engagement approximately \$80K.

PROFESSIONAL DEVELOPMENT

Sandler Sales Training | Challenger Sales Methodology

TECHNOLOGY

Salesforce | HubSpot | LinkedIn Sales Navigator | Freshsales | QuickBooks