

THOMAS JENNINGS

SENIOR ACCOUNT EXECUTIVE | AP AUTOMATION • FINTECH • MULTI-LOCATION OPERATIONS

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Senior full-cycle SaaS and payments seller with 14 years driving net-new revenue across finance, workflow, and multi-location operating environments. Proven in outbound pipeline creation, consultative discovery, tailored demonstrations, ROI-based selling, and multi-stakeholder negotiation with CFO, finance, operations, and executive buyers. Brings direct QuickBooks ecosystem experience, payments fluency, and a record of scaling relationships across complex franchise organizations.

SELECTED RESULTS

120% quota attainment at Intuit | 100+ McDonald's franchise accounts expanded from 2 | 1,500 approximate restaurant locations served | 20+ net-new logos closed monthly at Salesflow

CORE CAPABILITIES

Mid-Market SaaS Sales • Full Sales Cycle • CFO & Finance Buyers • Multi-Location Operations • Financial Workflow Automation • Payments & Integrations • Greenfield Territory Development • Net-New Logos • Outbound Pipeline Generation • Consultative Discovery • Tailored Product Demos • ROI / Business-Case Selling • Commercial Negotiation • Forecasting & CRM Discipline

PROFESSIONAL EXPERIENCE

Bank Up Corporation | 2026

Sales & Partnerships - Payments Infrastructure (Contract)

- Developed a greenfield market strategy that repositioned a 15-year lockbox operator as modern treasury, receivables, and reconciliation infrastructure, creating opportunities with 20+ banking institutions.
- Built targeted account lists, ecosystem maps, discovery frameworks, and executive-facing commercial narratives across banking, utilities, and property-management verticals.
- Coordinated product, operational, compliance, and partner considerations to translate complex invoice, payment, exception, and reconciliation workflows into credible paths to implementation.

Intuit | 2024-2026

Digital Consultant - QuickBooks Online Advanced, Payroll & AI Workflow Solutions

- Achieved 120% of quota in full-cycle SaaS sales across QuickBooks Online Advanced, Premium Payroll, payments, and AI-enabled workflow solutions.
- Led consultative discovery and tailored product demonstrations with finance and operations buyers, connecting workflow friction, data accuracy, and administrative cost to measurable business value.
- Created peer enablement resources and coached sellers on discovery, demo pacing, and competitive positioning against legacy and manual systems.

Salesflow | 2020-2023

Account Executive - SaaS & Agency Sales

- Closed 20+ net-new logos per month from inbound and self-generated pipeline in a high-velocity, full-cycle sales environment, averaging a 25% close rate and \$4.5K ACV.
- Delivered value-focused demonstrations to founders and executives and managed qualification, objections, follow-up, proposals, and close across warm and cold opportunities.
- Built a centralized call-review library and onboarding assets that reduced AE/SDR ramp time by 30%.

PROFESSIONAL EXPERIENCE - CONTINUED

Employer Benefit Systems (EBS) | 2014-2019

Business Development Manager - HR, Onboarding & Compliance SaaS

- Sold recurring HR, onboarding, and ACA compliance SaaS using a per-employee-per-month model to CFO, HR, finance, and operations stakeholders across multi-location franchise organizations.
- Expanded the McDonald's franchise customer base from 2 to 100+ accounts spanning approximately 1,500 locations, with approximately \$100K ARR average deal value across HR and compliance solutions.
- Built the outbound go-to-market motion from the ground up, including account targeting, messaging, educational webinars, and multi-location group-close strategies.
- Led SDR activity and improved SQL-to-close conversion by 18% while partnering cross-functionally to support implementation and customer satisfaction.

Morgan 20/20 Search | 2012-2014

Executive Recruiter - Finance & Legal

- Ran full-desk business development and executive search for senior tax, finance, and legal leaders, building relationships with C-level and VP stakeholders at enterprise organizations.
- Created outbound pipeline from zero, won search mandates, and managed complex candidate and client journeys through placement.

Elite Merchant Solutions / Independent ISO of Chase Paymentech | 2009-2012

Sales Manager / Account Executive - Merchant Services

- Built a greenfield merchant-services pipeline and consistently closed net-new payment-processing, gateway, terminal, and working-capital business.
- Promoted into sales leadership; trained and managed a 4-6 person outbound team while developing practical scripts, objection handling, and demo frameworks.

TECHNOLOGY

Salesforce • HubSpot • Apollo • ZoomInfo • LinkedIn Sales Navigator • QuickBooks Online • NetSuite • Microsoft 365 • Tableau

EDUCATION & SALES TRAINING

Regis University - Coursework toward B.S., Psychology

Sandler Sales Foundations • Challenger Sales Methodology • Predictive Index: Persuader