

Summary

- Eight Years in Pre-Sales Solutions Consulting in Fintech, Payments, Procure-to-Pay
 - Solution and Business-Value Focused Demos Aligned with Demo2Win Methodology
 - eInvoice Automation, Business Spend Management, B2B Payments Guided Strategy
 - eCommerce Content Management embedded Payments Guided Integration Strategy
 - REST API and Flat-File sFTP Cross-System Connectivity and Integration Strategy
 - Articulating AI, Machine Learning, Agentic AI, and Generative AI Approaches
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Professional Experience

Billtrust | Remote | January 2025 to December 2025 (RIF, Downsizing)

Solutions Consultant, Accounts Receivable e-Invoicing Automation Software

- *Pre-Sales Solutions Consultant, Engaging C-Suite with Up-Market Sales Team*
- Engaging prospect in technical demonstrations to move along technical evaluation
- Solving complex deep dive technical solutioning resulting in 132% to Goal
- Displaying REST API integration to financial systems (ERP) and external solutions
- Articulating our solutions' various application security compliance and controls

Coupa Software | Remote | January 2024 to December 2024 (RIF, Downsizing)

Technical Senior Solutions Consultant, Procure-To-Pay, Business Spend Software

- *Pre-Sales Solutions Consultant, Engaging C-Suite with Up-Market Sales Team*
- Engaging technical SaaS Demos to move prospect along technical evaluation
- Solving complex deep dive technical IT solutioning resulting in 116% to Goal
- Displaying REST API integration to financial systems (ERP) and external solutions
- Articulating our solutions' various security compliance and controls certifications
- Managing Technical RFX process and IT questionnaires resulting in higher uplift

Emburse | Remote | January 2021 to December 2023

Senior Solutions Consultant II, Business Spend Management Software

- *Pre-Sales Solutions Consultant, Engaging C-Suite with Up-Market Sales Team*
- Solving complex challenges and technical solutioning resulting in 128% to Goal
- Engaging product demonstrations to move prospect along technical evaluation
- SME and managing technical product positioning for Cards and Payments GTM
- Guiding strategic contractual pricing for highly modular and configurable solution
- Creating sales tools, product videos resulting in 37% uplift in solutions knowledge
- Managing RFX and RFI process adjacently to assigned accounts

Elavon, Inc. | U.S. Bank Corp | Remote | October 2017 to November 2020

Technical Solutions Consultant II, Integrated Payment and eCommerce Solutions

- *Executed Pre-Sales Solutioning for Integrated Card and eCommerce Payments*
 - Product Solutions and scoping for Integrated Partner resulting in 158% close ratio
 - Recommended integration path based on Content Management System Partners
 - Integrated payment code and payment page within client eCommerce site(s)
 - Technical liaison for Integrated Partner Solutions within eCommerce ecosystem
 - Identifying Content Management Systems and Integrated eCommerce partners
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SAP Concur | Bellevue, Washington | 2015 to 2016

Regional Sales Executive, Mid-Market, Spend Management Solutions

- *Consultative Technical Sales, Developing Relationships, Spend Management Suite*
- Booked accounts totaling \$491K direct revenue with 2016 FY Goal to Quota 109%
- Developing channel partner relationships for optimal referral generation

TGE LLC | Sunshine Mill Winery | National | 2011 to 2015

Sales Manager and Sales Analytics, Chain Accounts

- *Developed Profitable National Chain Grocery and Convenience Store Relationships*
- Grew Wine Brand from Zero to \$4.8MM across Seven States / 16 Chain Accounts
- Implemented Sales Programs across grocery chains Whole Foods, Publix, Kroger
- Executed and supported Nielsen data for planning and promotional placement

Elavon, Inc. | U.S. Bank Corp | Atlanta, Georgia | 2004 to 2010

Account Executive, SMB, Mid-Market, SaaS Payment Solutions – 2006 to 2010

- *Consultative Sales, Developed Profitable Relationships for Cloud, Payment Software*
- Booked more than \$24MM total in cloud payment and SaaS software relationships
- Managed over 80 client relationships averaging \$500M to \$3MM in cloud payments
- Direct accountability with Solutions Engineers on engaging third-party relationships

Pre-Sales Support Representative, Software Solutions Specialist – 2004 to 2006

- *Pre-Consultative Sales and Consulting around Elavon Hosted Software Solutions*
- Conducted and coordinated personalized sales enablement on Elavon cloud software
- Created Excel sales analysis tools to assist sales team in their daily sales activities

Education

- University of Southern Mississippi, Bachelor of Science in Business Administration

Certifications, Certificates

- Institute of Finance & Management — Accounts Payable Solution Consultant (APSC)
- eCornell — Product Management, Web Application Development (REST API, Backend)
- Scrimba — AI and REST API Strategy & Design (In Progress)
- Udemy — Responsive Web Design

Software & Skills

Microsoft Suite, Spend Management Software, Fintech, Financial Systems (ERP), Content Management Systems, Front-End Web Developer, Visual Studio Code, HTML5, CSS3, Flat-File sFTP, REST API (JSON), Salesforce, Slack, MS Teams, WebEx, Zoom
