

Nick Clark

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Payments professional with proven experience in merchant onboarding, product management and installation, B2B and financial institution partnerships, and financial forecasting. Comfortable presenting for clients, C-level executives, and trainings.

EXPERIENCE

August 2021 – Present

Senior Account Executive, Worldpay

Strategically partnering with bank relationship managers, loan officers, and management to sell new merchants with >\$10MM in deposits. Multiple clients are processing over \$50MM with many processing over \$100MM in annual card volume. Collaborate and manage inner departments to solution API/SDK integrations, sales engineers and implementations, and deliver omni-channel payment solutions. Acquire our partner's highest-level merchants. Completed 2022 over 254% of goal, finished at 394% in 2023, and 306% in 2024. Earned President's Club in 2022, 2023, and 2024. Skilled in driving revenue growth by providing tailored payment processing services and fostering strong partnerships.

August 2015 – August 2021

Account Executive, Global Payments

Skilled in identifying and engaging key decision-makers to secure new merchant accounts, both independently and through partnerships with banks. Adept at collaborating with executives to business bankers, delivering compelling presentations on revenue forecasts, partner offerings, incentives, and product updates. Consistently exceeded revenue goals, ranking in the top 3% in 2020 by achieving 177% of net new margin targets. Surpassed quota with 156% in 2019 and 130% in 2018. Expertise in developing and managing ISV partners, providing VAR sheets, and supporting API credentials for seamless gateway and software integrations.

March 2014 – August 2015

Sales Development Representative, Nuvei

High-volume outbound calling, consistently making 150–250 daily calls to engage business owners and spark interest in optimizing their payment processing solutions. Skilled in qualifying prospects, analyzing processing statements, and business financials to ensure alignment with underwriting requirements. Scheduled qualified appointments for Account Executives and leveraging partner opportunities to maximize pipeline growth and sales potential. Proven ability to build rapport and drive early-stage interest in merchant services solutions.

EDUCATION

Associates Degree, University of Phoenix

SKILLS

- Customer Engagement
- Adaptable
- Pipeline Management
- Comfortable with Public Speaking
- Consultative Sales Approach
- Leads by Example
- Microsoft Office and G-Suite
- API and SDK Understanding
- Salesforce
- Level II and Level III Processing
- Point-of-Sale and eCommerce Products
- Underwriting Guideline Knowledge
- Integrated Payments