Kerry Michael McKenzie

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Summary

Skills and Qualifications

- Eight Years Pre-Sales Solutions Consulting in e-Invoicing, Payments, Procure-to-Pay
- e-Invoice Automation, Business Spend Management, B2B Payments Guided Strategy
- eCommerce Content Management embedded Payments Guided Integration Strategy
- Solution and Business-Value Focused Demos Aligned with Demo2Win Methodology
- 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 Present
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
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 B2B Integrated Card and eCommerce Payments*
- Product Solutions and scoping for Integrated Partner resulting in 158% close ratio
- Recommended integration path based on Content Management Partners
- Integrated payment code and payment page within client eCommerce site(s)
- Technical liaison for Integrated Partner Solutions in eCommerce ecosystem workflow
- Identifying Content Management Systems and Integrated, third-party partner programs

SAP Concur | Bellevue, Washington | 2015 to 2016
Regional Sales Executive, Mid-Market, Spend Management Solutions

- *Consultative Technical Sales, Developing Relationships for 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 insights 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 trainings on Elavon core cloud products
- 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 & Python)
- Scrimba, AI and REST API Strategy Curriculum (In Progress)
- Udemy, Responsive Web Design

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