



480-493-7466 | mrstonegeorge@gmail.com | Scottsdale, AZ | [Linkedin](#)

PROFILE

Highly driven sales leader with 8+ years of proven success generating high-volume revenue growth through relationship building, business development, and nurturing of key accounts. Leverages expertise in enterprise account management and solution architecting new technology to provide a better experience for fortune 100/500 companies. Adds value to an organization through an ability to develop targeted account plans that result in top client satisfaction, account retention, and account growth.

PROFESSIONAL SUMMARY

- Client-Focused
- Integrate into any environment
- Client Assessment and Analysis
- Consultative Sales Techniques
- Strong Leadership Skills
- Self-Motivated and Entrepreneurial
- Web/In Person Presentations
- Salesforce/HubSpot/CRM

WORK EXPERIENCE

- Sequent Software, Global Sales Executive & Multinational Partnership Manager in Payments & Healthcare | Santa Clara CA | October 2021- February 2023**
- Managing a global portfolio of Banks, Fintechs, Card Networks, External Partners, Digital Wallets, other Payment Companies, and Government entities
 - SaaS product sales to multinational corporations.
 - Establish and implement partnerships with 1st HIE & EMR providers in the Middle East using tokenization.
 - Identify additional revenue opportunities within the existing portfolio.
 - Grow portfolio revenue through relationship building, consulting, and value-added cross-selling.
 - Virtually managing a portfolio of clients in different cultures and time zones across the globe
 - Account management, forecasting, sales & marketing to internal & external networking partners
 - Work directly with the engineering on Product Development for card networks, ecommerce.
 - platforms, and banks
 - Manage the entire sales process from proposal to POC, RFP, contracts, and implementation.

REFERENCES

Marlene Waltz | Senior Vice President Sales
Verifone
Phone | 913-269-8848
Email | Marlene.Waltz@verifone.com

Mike De Marco | Chief Revenue Officer
Pyramid Computer NA
Phone | 480-490-3952
Email | Michael.Demarco1216@gmail.com

Healey Cypher | Chief Operating Officer
Atomic
Phone | 402-202-8019
Email | Healey@cypher.com

Apriva, Sales Manager | Scottsdale AZ | October 2020-Present

- Develop and bring new relationships with partners, as well as prospect and establish new customer relationships.
- Brought in to lead and engineer solutions to integrate payment solutions with ISO's/MSP's and merchants in multiple industries.
- Build Sales Team Pipeline to over \$10M while Assisting the SVP of Sales with the development of annual sales plans/forecasts/budgets as required.

EDUCATION

Lebanese American University | 2016
Bachelor of Science in Banking & Finance
(AACSB Accredited University)

Verifone, Sales Manager | Scottsdale AZ | August 2019-October 2020

- Develop and bring new relationships with authorized partners, as well as prospect and establish new customer relationships and capitalize on business opportunities.
- Brought in to lead and engineer solutions to integrate kiosks within the payments industry.
- Identify and build a pipeline of leads and opportunities through a consultative approach, including cross-selling, up-selling, and proposal presentations leading to developing, nurturing, and closing deals.