

GREGORY RUSS

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AREAS OF EXPERTISE & CERTIFICATION

Account Management ■ Sales Channel Management ■ Solution Sales ■ Recruiting ■ Training ■ Mentoring
New Business Development ■ Negotiating Contracts ■ Relationship Building ■ Certified Payments Professional

EXPERIENCE

FIS/Worldpay by FIS

Jacksonville, FL/Governor's Hill, OH

Regional Sales Manager/Sr. Account Executive

2017-2020

Built, trained and managed a high performing team selling payment processing solutions for Fortune 500 Corporation to key accounts. Managed relationships with high valued external, internal, financial institutions and nonfinancial institution partners.

- Built and managed relationships with highly valued association and financial institution partners to sell FIS solutions to their members and business clients.
- Represented FIS at regional and national trade shows.
- Hosted and presented at conference seminars FIS solutions to C-Suite clients and prospects.
- Collaborated with internal partners to identify and execute cross-sell opportunities to FIS clients.
- Recruited, trained, and managed a team to sell to self-sourced and partner referred prospects.
- Conducted large and small group training sessions to partner FI employees to promote client engagement.
- Responsible for reporting to upper management status and results of key strategic sales campaigns.

OKINUS, INC.

Suwanee, GA

Area Sales Manager

2015 – 2016

Recruited appliance, furniture and mattress retailers to offer Okinus lease-to-own financing to their customers.

- Trained store personnel on finance sales presentation, application processing and dealer portal access.
- Increased program penetration through strong dealer relationship building.
- Recruited, trained and managed independent sales representatives to offer Okinus to their retailer base.
- Shaped program changes by systematically obtaining dealer feedback.
- Increased active program dealers to an all time high in 3 months.

DISCOVER FINANCIAL SERVICES, DISCOVER NETWORK

Riverwoods, IL

Sales Manager, Merchant Development

2010 –2015

Sold acceptance of Discover Network payment cards to non-accepting merchants.

- Gained Discover acceptance at over 1250 locations totaling more than \$1.23 billion in sales volume, including chains, franchises, municipalities, utilities and independent merchants.
- Created and presented sales presentations, negotiated acceptance terms and in collaboration with marketing, created sales collateral and merchant acceptance promotions.
- Represented Discover Network at association conferences to educate merchant services sales professionals and gain market feedback.

AFFINITY SOLUTIONS, INC

New York, NY

Director of Sales, ISO Partnerships

2007 – 2010

Developed, managed and recruited partners for Independent Sales Organizations channel to increase payment card program market penetration.

- Established, implemented and led local retailer sales programs; hired internal sales team; recruited ISO partners.
- Negotiated ISO strategic partner contracts.
- Increased sales resulting from independent channel by a factor of 20 over 2 years.
- Developed Excel tools to track and maximize channel productivity and profits.
- Conducted webinars to support partner sales organizations.
- Trained classes of internal employees and independent representatives; provided 1-on-1 field training.
- Provided offshore training to international financial institutions.

BIRO OF CHICAGO, INC
Sales Representative

Chicago, IL
 2000 –2007

Sold food processing equipment and scale systems to independent delis, butcher shops and small grocery stores.

- Consistently grew territory of 400+ accounts by 5% per year through service and relationship management despite being the high cost provider.
- Assisted customers with new store design and layout to increase efficiency and maximize utility
- Negotiated contracts.
- Programmed equipment and trained store employees.

MICKY FINN'S BREWERY
Assistant General Manager, Bar Manager

Libertyville, IL
 1996 –1999

Responsible for bar operations and restaurant activities for first microbrewery in Lake County Illinois.

- Managed all aspects of bar operations including the hiring, training and scheduling of 20+ bar staff.
- Reduced employee overtime by 30%.
- Created a streamlined inventory and ordering process to reduce inventory by 1/3rd.
- Taught responsible alcohol serving classes to groups of 15-30.

E. F. WOOD, INC.
Salesperson

Mundelein, IL
 1995-1996

Sold exterior finish construction materials used in residential and small commercial projects for a privately held materials distributorship.

- Educated architects and general contractors on new products.
- Bid on and negotiated construction project contracts to ensure profits on product and labor.
- Trained subcontractors on proper installation.
- Managed all aspects of installation including delivery and scheduling.

MONTGOMERY KONE
Senior Sales Engineer

Moline, IL
 1992 –1995

Sold elevators, escalators and moving walks for new construction projects.

- Estimated, bid, negotiated and managed new elevator and escalator installation projects to ensure profitability.
- Companywide top performer in 1993 with \$7.2 million in sales.
- Worked with architects and consultants to determine vertical transportation needs for large projects including the Pepsi Center in Denver.
- Managed high-profile projects including L.A County Jail, Coors Field and Los Angeles MTA Building.

EDUCATION

UNIVERSITY OF ILLINOIS
Bachelor of Science in Business Administration - Marketing

Urbana-Champaign, IL