**Andrew M Sullivan III**

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EXECUTIVE / SALES / ACCOUNT MANAGEMENT / PREPAID / PAYMENTS

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| --- | --- |
| Highly accomplished innovative Executive with experience identifying customer needs and developing customized solutions. Excel in account management, process improvement, marketing, operations, P&L management, strategic planning. Results-oriented leader who works well as an individual contributor and as leader of a team. Proven track record of increasing sales and building deep multi-level relationships with partner organizations. A strong strategic thinker and team builder, who thrives on dynamic environments while remaining pragmatic and focused. |  |
| **CORE COMPETENCIES** |  |
| * **Solution Sales**
* **New Product Development**
* **Sales Management**
* **Customer Relationship Management**
* **Process Improvement / Six Sigma Black Belt**
 | * **Strategic Alliances**
* **P&L Management**
* **Incentive, Gift and GPR Programs**
* **Market and Business Analytics**
* **SaaS Software Business Development**
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**Professional EXPERIENCE**

**Western Union,**Englewood, CO **2011 to 2016**

***Director of Product Management***

Managed the Stored Value programs, Account Based Money Transfer, Retail Money Orders and WU Reload+ reload network in the U.S. Led the negotiation, sales, roll out, expansion and day to day management of each business line. Identified partner needs to create SaaS solutions for FIs, Utilities, MNOs & Retailers. Provided long range strategic vision and develop plans to support the US Product organization. Expanded the Online and Corporate Gift card program. Drove the Global Share Platform initiative and signed key partners like MasterCard and NetSpend. Managed inComm Enterprise relationship for Closed End Gift, ABMT and GPR Distribution.

* Signed MasterCard and developed TravelWise travel card –Winner 2014 Paybefore Best Travel Companion.
* Rebranded and launched WU Reload+ reload network to support Global Expansion.
* Developed SaaS Money Transfer Platform for Strategic Partners.
* Signed, developed and launched NetSpend Co-Brand Program.
* Launched the WU Receive Card to address agent encashment issues.
* Developed money transfer solution for large asset Debit Card Issuers impacted by Durbin.
* Transitioned Online Gift & Greeting program from Visa to MasterCard and expanded card options.

**Jackson Hewitt Tax Service,** Parsippany, NJ **2008 to 2011**

***Director of Financial Products***

Lead and had complete P&L responsibility for iPower Visa debit card. Created and implemented cardholder acquisition marketing plans. Provided the long range strategic planning for iPower debit cards and other financial products. Managed and evaluated bank, processor and Visa relationships. Sold new financial products into all distribution channels.

* Increased debit card distribution over 200%.
* Developed and sold in Visa Direct Deposit Sweepstakes to franchise network.
* Developed and sold in Pre-Season Line of Credit product to franchise network.

**CompuCredit –Online Mall LLC,**Atlanta, GA **2004 to 2008**

**Vice President-Business Development and Strategic Alliances**

Managed a 20 person Sales Team. Had full responsibility for bottom-line factors, including company vision, long range strategic planning, product management and platform development for e-commerce joint venture. Developed the private label credit card program and created and implemented cardholder acquisition marketing plans. Managed our strategic alliance partnerships and increased new customer acquisition of credit products through retail and internet channels.

* Formed and spun off Joint Venture to offer sub-prime private label credit card.
* Launched the company’s first non-bank credit card.
* Signed strategic alliances that provide access to 150,000 retail locations
* Added 3500 prepaid debit card locations through direct sales efforts.
* Developed Debit Card payroll product.

**Western Union,** Atlanta GA **1993 to 2004**

***Director of Market Development***

Directed all operations for Southeast DMAs and managed field sales force. Created and implemented DMA specific marketing plans focusing on international transaction growth. Developed and executed product roll-out plans for key accounts. Rebuilt local sales organization and aligned it with long-term growth strategies.

***Key Achievements***

* Launched Prepaid MasterCard to over 1400 agent locations.
* Implemented Gold Card Loyalty Program in 1700 agent locations.
* Achieved 102% of transaction quota

**EDUCATION**

**Masters of Business Administration-Information Systems**

**Auburn University, Montgomery, AL**

**Business Administration-Psychology**

 **Auburn University, Auburn, AL**

**AWARDS**

**President’s Club**

Top Regional Salesperson

**Leader of the Pack**

Top 10 Sales

**First Leaders**

Top Sales Managers