

Unified Payments Group Hires Shane Smith as Vice President of Sales and Order-to-Cash Consultant

Franklin, TN, October 14, 2021

Unified Payments Group, a leading fintech provider of integrated and non-integrated solutions for B2B accounts receivable and payment processing, announced today that Shane Smith has joined the company. Mr. Smith brings significant experience in Treasury Management and digital payments to the Unified team. He will work with enterprise-sized clients across the country as they look to bring order-to-cash and A/R efficiencies to their business operations.



“We are very pleased to have someone of Shane’s knowledge and caliber join the Unified team and look forward to his contributions to our efforts,” said John Perez, Unified’s CEO. “I have always admired Shane’s ability to help customers transition easily to new environments, and that’s a terrific fit with the personalized, first name basis relationships we provide our clients. Shane’s extensive knowledge of Treasury Management and order-to-cash workflows, paired with Unified’s integrated tech stack for B2B processes, will ensure our clients receive a completely different and vastly improved experience. That’s a win for our customers, who already enjoy a level of service for their B2B and back-office efficiencies that is tough to beat.”

Prior to joining Unified Payments Group, Shane held senior Account and Treasury Management roles with the nation’s largest payment processing companies and financial institutions, including TD Bank, Fifth Third Bank, and SunTrust Bank. Shane is a Fintech Advisory Board Member with the University of South Florida, a member of the Association of Financial Professionals (AFP), and holds accredited Order-to-Cash, Procure-to-Pay, and Treasury Professional certifications.

“I am excited to join the Unified team. Their shared competency and wealth of knowledge is unlike any I have ever seen. Unified is truly helping create stronger relationships for their clients and those companies’ customers by providing digital payment choices and visibility throughout the order-to-cash cycle. That, along with how Unified’s transformative solution set positively impacts a company’s margins, is what made me want to join Unified.”

About Unified Payments Group

Unified simplifies A/R and Payment Acceptance with best-in-class solutions and ongoing consultation from B2B and payment industry experts with the goal of helping customers get paid faster at reduced cost while improving A/R processes and customer experience. Unified's executive team brings more than 100 years of combined management success from the payments industry and has partnered with many of the nation's largest Trade and Professional Associations, Financial Institutions, Technology Firms and Franchises. Unified is headquartered in Franklin, TN.

For more information about Unified Payments Group, please visit

<https://www.gounified.com/>

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