

Brandon Santangelo
VICE PRESIDENT OF SALES

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SUMMARY

Dynamic Sales Executive with extensive experience driving revenue growth, leading sales teams, and managing key client relationships in the financial services, prepaid card, and B2B industries. Proven success in generating over \$100M in sales and building new business development strategies from the ground up. Expertise in outbound sales, loyalty programs, and enterprise-level deal negotiations.

PROFESSIONAL EXPERIENCE

Wolfe, LLC

Vice President of Business Development | [Date] – Present

- Established a new outbound sales team, successfully targeting larger enterprise-size deals and securing long-term partnerships.
- Spearheaded sales efforts that grew the company's revenue from \$0 to over \$100M in less than 36 months.
- Led business development initiatives that expanded the company's reach into new markets, driving growth and profitability.
- Implemented data-driven strategies to enhance lead generation, increasing sales efficiency and client acquisition.

RPG Card Services – Lisle, IL

Vice President of Sales | September 2012 – Present

- Led sales operations, managing a portfolio generating \$500M+ in revenue annually.
- Developed and executed sales strategies for loyalty and promotional prepaid debit card programs, resulting in consistent year-over-year growth.
- Built and maintained relationships with over 150 retail service partners, ensuring seamless program execution and client satisfaction.
- Managed key accounts, including high-profile clients like Visa, Lyft, and Bank of America, ensuring top-tier service and continuous revenue growth.
- Collaborated with cross-functional teams to improve sales processes, product development, and internal workflows, boosting sales efficiency and program success.

Brightwell Payments – Darien, IL

Sales & Operations Manager | August 2009 – September 2012

- Managed internal processes and sales generation, achieving consistent revenue growth with top-tier clients.
- Directed program management for reloadable prepaid card programs, ensuring regulatory compliance and customer satisfaction.
- Acted as a key member of the Sales & Service Committee to refine procedures and elevate product offerings in the financial services space.

Prepaid Solutions – Darien, IL

Client Sales Support | August 2006 – August 2009

- Supported client payment services and customer support for card-based prepaid products.
 - Facilitated integration with prepaid product issuers to streamline service offerings.
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KEY ACHIEVEMENTS

- Grew Wolfe, LLC from \$0 to \$100M+ in sales in under 36 months by building a high-performing outbound sales team.
 - Successfully managed a \$100M+ annual sales portfolio at RPG Card Services.
 - Expanded key accounts with major clients such as Visa, Lyft, Shell Oil, and Bank of America.
 - Increased sales efficiency and client satisfaction through strategic partnership building and product development initiatives.
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CORE COMPETENCIES

- \$100M+ Sales Leadership
 - Enterprise-Level Deal Negotiation
 - Strategic Business Development
 - Outbound Sales Team Creation
 - High-Profile Account Management
 - Prepaid Card Program Expertise
 - Merchant Services & Partnerships
 - Regulatory Compliance
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TECHNICAL SKILLS

- HubSpot (CRM)
- FIS Client Software
- Microsoft Office Suite
- Mail Order Management
- The Suite (Custom Software)