

CALVIN RILEY II

Product Partnerships Manager | Payments & Commerce | Complex Negotiations | AI-Forward

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PROFESSIONAL SUMMARY

Product partnerships operator with 15+ years leading complex product and technology partnerships end-to-end at innovative commerce and payments companies. I source, evaluate, negotiate, and secure product partnerships aligned with company priorities, structure agreements that balance partner needs with internal product objectives, and own the integration experience all the way through measured adoption. Trusted across C-suite, product, engineering, finance, and legal stakeholders. North American partner ecosystem coverage including Canadian merchants and Independent Software Vendors. Strong product and business acumen, expert negotiator, and ultimate cross-functional connector. Daily operator of AI agents and automation as an operational competitive edge.

KEY COMPETENCIES

Product Partnerships • Partnership Strategy & Sourcing • Deal Leadership & Negotiation • Bespoke Commercial Contracts • Integration Scope & GTM Commitments • Cross-Functional Leadership (Product, Engineering, Sales, Finance, Legal, Operations) • C-Suite Relationship Building • Partner Strategy & Prioritization • Integration Experience Ownership • Adoption & Usage Measurement • API & Software Integrations • Commerce & Payments Ecosystem • North American Market Coverage (US & Canada) • ISV & ISO Partner Management • Product Development Collaboration • AI Agents & Automation • Operating in Ambiguity

PROFESSIONAL EXPERIENCE

EQUINOX PAYMENTS, Scottsdale, AZ

June 2025 – Present

Director of Sales | Product Partnerships & Channel

Lead product and technology partnerships across North American enterprise merchants, software companies, and resellers. Own end-to-end partnership strategy, sourcing, deal leadership, and integration experience for the Voyager platform, Luxe terminal line, and HUB estate-management suite.

- **Source, evaluate, and secure product partnerships** aligned with company product priorities, leading negotiations across product, commercial terms, integration scope, and go-to-market commitments.
- **Structure partnership agreements** that balance partner needs with internal product objectives, including custom revenue-share, integration milestones, and joint GTM commitments.
- **Own the integration experience** from first contact through adoption, working closely with Product, Engineering, Certification, and Marketing to ensure partners and sellers can actually use what we build.
- **Lead cross-functional partner initiatives...** aligning Product, Sales, Marketing, Finance, Legal, and Operations around shared goals while providing structured partner feedback to influence product and GTM decisions.
- **Cover the North American market** including Canadian merchants and ISV partners, building relationships across cross-border commerce and payments ecosystems.
- **Operationalize AI agents and automation** across partner discovery, technical discovery prep, and competitive analysis for faster cycle times.

VENDARA PAYMENTS, Bellevue, WA

July 2023 – May 2025

Strategic Partnerships Director

Owned the full product partnerships lifecycle... sourcing, evaluation, negotiation, structuring, integration, and adoption... across software companies, merchants, and the broader commerce ecosystem.

- **Negotiated and closed two strategic product partnerships with Independent Software Vendors** in the first 12 months, projected to deliver \$250M in annual transaction volume.
- **Led complex commercial negotiations** involving bespoke contract structures, custom revenue-share, integration scope, and roadmap commitments.
- **Built C-suite and VP-level relationships** across software platforms, banks, and merchant ecosystems, identifying internal champions and influencing decision makers through cooperative and competitive negotiation dynamics.
- **Influenced product roadmap** by feeding structured partner feedback and market insights to product and engineering, sourcing new offerings to meet partner and customer demand.

PAYJUNCTION, INC., Santa Barbara, CA

May 2014 – June 2023

Senior Account Executive | National Sales Director

Nearly nine years at a high-growth payments and commerce company, building and leading product partnerships and channel programs while consistently exceeding quota.

- **Built and managed the product partnership and ISV program...** sourcing software partners, structuring integration scope, and owning the adoption experience for vertical-specific commerce environments.
- **Generated tens of millions in revenue** through a product launch that onboarded 100+ accounts and helped generate \$1B+ in cumulative processing revenue.
- **Led in-depth product discussions** with software partners, prospective customers, and existing customers, working across multiple product and engineering teams for individual partners.
- **Championed beta programs and partner integrations...** acting as the go-to voice for partner strategy across Product, Engineering, Sales, and Marketing.

GLOBAL PAYMENTS, Remote

October 2020 – Present

Independent Sales Organization (ISO) | Owner-Operator, 1099 Independent Contractor

- **Own and operate an independent commerce book...** originating and managing accounts including Canadian and cross-border merchants, with POS and software integrations and direct rate and commercial-term negotiation.

EDUCATION

- **Master of Business Administration (MBA), Applied Artificial Intelligence** – Northwest University (In Progress)
- **Bachelor of Arts, Radio & Television / Business Administration** – San Francisco State University

ADDITIONAL

- **AI & Technology:** Daily operator across LLM-based agents, agentic workflows, and automation frameworks as operational tools. Experienced with API integrations, prompt engineering, and AI-human collaboration patterns.
- **Working Style:** Remote-native since 2020. Self-starter, comfortable with ambiguity, biased toward action, and effective as a cross-functional connector across diverse stakeholders.
- **Travel:** Willing and available for domestic and international travel for internal and external partner meetings.