

Career Results

Recent Career Highlights

- Supported \$10B+ daily transactions
- Delivered \$3M+ in cost savings
- Drove 75% revenue growth (Year 3)
- Cut contract review time 30%
- Improved sales operations by 45%
- Resolved \$3M Microsoft audit gap
- Scaled 49 Kubernetes cloud clusters
- Consolidated 4 systems, saved \$700K
- Led 20+ SaaS implementations
- Advised C-suite in FinTech strategy



Justin Neely

Challenge

- Legacy systems across infrastructure and payments couldn't scale to support massive transaction volumes or evolving client demands.
- Fragmented delivery models and outdated tech stacks slowed revenue growth, operational efficiency, and client onboarding.

Action

- Led enterprise-wide modernization across infrastructure, SaaS delivery, and payment platforms (Fedwire, ACH, SWIFT, Instant Payments).
- Deployed hybrid cloud environments using AWS, Azure, Docker, and Kubernetes, standardizing systems and accelerating implementations.

Results

- Enabled support for **\$10B+ in daily transactions** while achieving **75% revenue growth** and **\$3M+ in annual cost savings**.

Challenge

- Sales processes were inconsistent, slowing contract turnaround and reducing win rates in a competitive payments environment.
- A fragmented pricing model and lack of readiness delayed client conversions and product delivery.

Action

- Standardized pricing and contracts across teams, cutting complexity and accelerating review cycles.
- Launched the ACH SaaS offering, working cross-functionally to close 33 deals within 3 years.

Results

- Achieved **45% improvement in sales operations efficiency** and **30% faster contract review times**.
- Drove **75% revenue growth above target in Year 3**, positioning the ACH SaaS as a market differentiator.

Contact

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