



Zach Ornelas
Vice President, Global Network Sales

Zach Ornelas joined UATP in January of 2019 and currently serves as Vice President of Global Network Sales. Zach leads the global UATP Network Sales team in the promotion and expansion of its charge card network. He and his team are responsible for all existing and new Shareholder and Merchant relationships.

Prior to this position, Zach was Director of Global Sales at MSTS, a third-party partner to UATP. Zach and his team at MSTS developed and sold closed-loop payment networks across industries and the globe. Recently, he led the MSTS team to acquire the IATA EasyPay agreement supporting pre-paid payments in over 27 countries.

Before joining MSTS, Zach spent the previous decade working at American Express, supporting their Global Corporate Payments division in technology consulting and sales roles across the United States.

Zach holds a Bachelor of Arts in Business Communication from Rockhurst University. He, his wife Teresa and their four children reside in the Kansas City metro and all support the Chiefs... even when times are bad.