

## **Rachel Stephens**

### **Senior Partner Manager**

#### **Worldpay**

Rachel Stephens is the Senior Partner Manager at Worldpay overseeing Travel, Airlines, and Hospitality. She manages strategic engagement with global partners to support travel merchants' evolving needs and engages with the business on how to optimize servicing of complex use cases, notably managing risk and streamlining distribution.

Prior to Worldpay, Rachel acted as Manager for global Alternative Forms of Payment Sales at UATP. Conducting 50+ workshops, trainings, and partner meetings across all regions, Rachel educated airlines on the value of innovative payment types as they increase conversion and offer customers their preferred option to pay.

Before UATP, Rachel lead ethoca's entrance into Latin America; with her Spanish speaking skills and understanding of the dynamic region. As market development representative of ethoca (now owned by Mastercard), she consistently exceeded sales goals by over 125%.

Rachel lives in Nashville where she enjoys hiking, cooking, and going two-stepping with friends.