



Zach Ornelas
Senior Vice President, Commercial

Zach Ornelas joined UATP in January of 2019 and currently serves as senior vice president, commercial. Ornelas leads the global 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, Ornelas was director of global sales at MSTS, a third-party partner to UATP. Ornelas and his team at MSTS developed and sold closed-loop payment networks across industries and the globe. Ornelas led the MSTS team to acquire the IATA EasyPay agreement supporting pre-paid payments in over 27 countries. Before joining MSTS, Ornelas spent the previous decade working at American Express, supporting their Global Corporate Payments division in technology consulting and sales roles across the United States.

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