



Stavros is responsible for leading and managing new and existing Bank partner relationships with a concentration on channel sales enablement and support. His primary focus is on driving initiatives that improve sales performance and sustainably drive growth. As the overall relationship owner, Stavros helps define sales performance metrics, and coordinates cross-functional team efforts - from sales and customer success to product marketing and product development - to deliver a great partner and customer experience. Stavros is a financial technology (fintech) expert and SaaS industry veteran with 30 years of helping companies go to market, generate high sales growth and have happy customers to boot; organizations such as Ceridian, SAGE/Best Software, PeopleSoft and Workday. Before joining AvidXchange in 2016, he served as SVP, Business Development with Viewpost where he was recruited to design and build an innovative sales and delivery organization focused on enabling a vigorous customer acquisition strategy for the visionary B2B social business network start-up. Since that time, Stavros is a life-long adventure travel junkie and an avid outdoor enthusiast who enjoys hiking, camping and scuba diving. He also enjoys competitive tennis, when he is not juggling the crazy schedules of 4 children and two Golden Retrievers.