



Tracy Stover
Managing Director, Co-Head of Specialized Sales Solutions,
Global Payments Solutions

Tracy Stover is managing director and co-head of the Specialized Sales Solutions team within Global Payments Solutions. In this role, she jointly leads sales and relationship management, sales enablement and readiness, and digital lead generation.

Ms. Stover's global team works closely with client coverage officers for all business segments including Corporate Banking, Global Commercial Banking, Business Banking and Public Sector Banking. Specialized Sales is also closely aligned to the GPS product teams for trade and supply chain finance, liquidity, receivables, merchant, commercial card, comprehensive payables, and foreign exchange.

At the intersection of sales and product, the Specialized Sales team members employ their expertise to help design and structure solutions for clients with complex treasury and payments needs.

In addition to driving revenue, Ms. Stover's role requires her to be a catalyst for execution and to facilitate collaboration across functional and regional lines to deliver a best-in-class experience for clients.

Ms. Stover has worked in private and public sector banking for more than 30 years, the past 20 of which focused exclusively on payments. She has experience working with clients in healthcare, higher education, and with agencies at the federal, state and local level of the U.S. She joined the bank in 2013 from Citibank where she worked for 14 years, holding posts within the commercial card and prepaid card space in roles spanning sales, product management, implementation, operations and technology.

Ms. Stover is a graduate of Syracuse University with a Bachelor of Science in Psychology. She resides in Wilmington, Delaware, in the United States, along with her husband Matt and dog Rikki. She volunteers and works with the steering committee for a no-kill animal shelter. She also mentors a number of junior and senior bank colleagues.