



Corpay Names Chief Revenue Officer to Lead Newly Combined U.S. Sales Organization

October 1, 2024

ATLANTA--(BUSINESS WIRE)--Oct. 1, 2024-- [Corpay, Inc.](#) (NYSE: CPAY), a corporate payments company, announced today the appointment of Mike Jeffrey, a former Paychex senior sales executive, to the newly established role of USA Chief Revenue Officer (CRO).

This new CRO role, reporting to the CEO, will be responsible for new bookings in Corpay's core U.S. market, including the Fleet, Payables, and Workforce Lodging businesses.

The CRO will also direct Corpay's cross-sell initiatives. A significant proportion of Corpay's customers already purchase products from multiple Corpay divisions. This new role is designed to create a more unified, single view of the customer across all Corpay segments and capture further cross-sell opportunities where significant white space exists.

Mr. Jeffrey's appointment reinforces Corpay's strategic direction of scaling its existing core businesses and supports continued delivery of its long-standing track record of sales success.

"We are delighted to welcome Mike to the company and to this new, very important role," said Ron Clarke, Chairman and Chief Executive Officer, Corpay, Inc. "Mike is an accomplished sales leader, who has successfully managed large groups of salespeople across the U.S. We fully expect Mike's experience to help drive our sales growth and cross-sell initiatives in our U.S. businesses."

Commenting on his new role, Mike said, "B2B payments reminds me of the market setup in the payroll industry 20 years ago, because it's still in the early innings of adoption. I couldn't be more excited about the opportunity at Corpay."

Mr. Jeffrey's 20-year career at Paychex included progressively more senior leadership and executive roles. Most recently he served as the Vice President of HCM Solution Sales, where he owned the strategy and execution of a multi-segment, multi-function sales organization spanning the US. Mike holds a BA from Pennsylvania State University.

About Corpay

Corpay (NYSE: CPAY) is a global S&P 500 corporate payments company that helps businesses and consumers manage and pay expenses in a simple, controlled manner. Corpay's suite of modern payment solutions help its customers better manage vehicle-related expenses (e.g., fueling and parking), travel expenses (e.g., hotel bookings) and accounts payable (e.g., international payments). This results in our customers saving time and ultimately spending less. To learn more visit www.corpay.com

View source version on [businesswire.com](https://www.businesswire.com/news/home/20241001011720/en/): <https://www.businesswire.com/news/home/20241001011720/en/>

Investor Relations
Jim Eglseder, 770-417-4697
Jim.Eglseder@corpay.com

Media Relations
Chad Corley, 770-729-5021
Chad.corley@fleetcor.com

Source: Corpay, Inc.