



Matt Downs

Executive Vice President Worldpay for Platforms

Matt Downs leads and builds incredible teams that scale, transform and innovate technology businesses. He is known for bringing vision, strategy, and an innate ability to see and set growth trends. Matt has led from the front his entire career. He spent 8 years at First Data (Fiserv) leading expansive national sales organizations.

Matt co-founded a first-to-market payments technology company, Century Payments. Century was one of the pioneers in driving security and payments monetization for software and SaaS companies. Matt then joined Vantiv (private equity backed by Advent International), later branded Worldpay, and acquired by FIS.

He diversified his career from payments centric to software and platforms, launching the national Integrated Payments and PayFac® disruptive business models and sales teams. Over an 8-year period, he and his team drove significant growth, propelling the business to reach \$1B in revenue, an industry milestone. He has served in multiple capacities including Senior Operations/Strategy, General Management and Senior Sales leadership roles.

In 2020, Matt spent 2 years working with private equity/venture firms assisting with buy-side diligence on mid-market SaaS business, deploying several billion dollars over 8 transactions.

In 2021, Matt took a role at Maxio, a SaaS Subscription management and financial operations application, to run Sales, Marketing and Payments.

In mid-2022, he returned to FIS to run the Platforms business, which includes Payrix.

Matt, his wife Shannon, and their two boys enjoy the Colorado outdoors by hiking, mountain biking and skiing; they are also avid powersports enthusiasts. When not thinking about technology and new market opportunities, Matt is traveling, taking in all the beauty and experiences he can find.