

Paysafe Expands Agent Program, Offering Training and Support to Community-Connected Sellers Nationwide

Sellers to get training, marketing support, and competitive incentives to help SMBs accept payments

JACKSONVILLE, Fla.--(BUSINESS WIRE)-- [Paysafe](#) (NYSE: PSFE), a leading payments platform, today announced the expansion of its U.S. Agent Recruitment Program, opening applications to early career professionals and community connected sellers who want to build a long-term career in payments as independent agents. New agents will help small and mid-sized businesses (SMBs), from local retail and restaurants to healthcare, petroleum, and local service providers, as well as other businesses, accept cards and other payment methods and optimize their checkout experiences.

The refreshed program equips agents with end-to-end enablement: structured onboarding, ongoing training via Paysafe University, ready-made marketing resources, and a dedicated support representative to assist agents and merchants, so sellers and their SMB clients can get fast answers, faster activations, and better outcomes.

What agents will do:

- Sign and activate merchants - prospect locally and identify businesses needing payment acceptance (online, in-store, or both).
- Present Paysafe's acquiring and alternative payment solutions and assist merchants in evaluating and selecting merchants to the right setup. Promote adoption of additional payment methods and features
- Provide guidance to small business owners as they navigate today's complex payment landscape by helping them understand available payment options and set up a payments solution that supports their long-term growth.
- Help merchants optimize conversion rates and checkout performance using Paysafe tools and solutions.

Program Highlights

Agents who sign up for the Paysafe Agent program will receive:

- **Training & tools:** Structured learning through **Paysafe University** plus sales toolkits, optional program tools, which may include *iPad* and starter merch for field activation.
- **Marketing support:** Campaign assets and demand generation support designed to help agents source and pursue local opportunities.
- **Compensation & program incentives:** Competitive pay with **bonuses, free equipment, recurring residual income with unlimited earning potential**, subject to the terms of the program, tiered commission structures that increase as performance

grows and **bonus potential**, promotions, and prepaid card revenue sharing. Earnings and income potential vary based on individual effort, market conditions, and other factors.

“We’re inviting a new wave of independent sellers, people rooted in their communities and ready to build something of their own, to grow their business with Paysafe,” said Tyler Nowell, SVP, SMB Sales at Paysafe. “With real training, marketing muscle, and hands-on support, agents can learn the merchant services business, help local businesses with their payment needs, and build a portfolio that truly rewards their hustle.”

“This program is about meeting SMBs where they are and backing agents with the resources to win,” said Robert Gatto, Chief Revenue Officer at Paysafe. “We’re aligning our incentives so agents can grow alongside their merchants.”

Call to Action

Interested candidates can learn more and apply here:

<https://www4.paysafe.com/AgentRecruitment>.

About Paysafe

Paysafe is a leading payments platform with an extensive track record of serving merchants and consumers in the global entertainment sectors. Its core purpose is to enable businesses and consumers to connect and transact seamlessly through industry-leading capabilities in payment processing, digital wallet, and online cash solutions. With 30 years of online payment experience, an annualized transactional volume of \$152 billion in 2024, and approximately 3,000 employees located in 12+ countries, Paysafe connects businesses and consumers across 260 payment types in 48 currencies around the world. Delivered through an integrated platform, Paysafe solutions are geared toward mobile-initiated transactions, real-time analytics and the convergence between brick-and-mortar and online payments. Further information is available at www.paysafe.com

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