

Dynamic Global Chief Revenue Officer and Sales Leader with an operational focus and demonstrated success leading the growth of complex B2B commercial services and solutions for some of the world's leading technology corporations and PE/VC-backed companies.

- **IT and Data Center (Infra and Compute)**
- **Strategic Business Planning**
- **P&L and Operating Expense Management**
- **Business Start-up, Turnaround, and Transformation**
- **Global Sales and Marketing Leadership**
- **Business Process Outsourcing (BPO)**
- **Strategic Account Management**
- **Business Process Reengineering**
- **Technology Services and Consulting**
- **CRM Implementation**
- **Contract Negotiations**
- **Leadership Development**
- **Strategic Partnerships and Alliances**
- **Public Speaking**

A Career Propelling Record Revenue Growth for Global Fortune 100 and Private Equity/VC-backed Companies

Confidential, *PE-backed data center technology company focused on AI and HPC.*

2017 – present

CHIEF REVENUE OFFICER, Austin, TX

Immersion Data Center Solutions for HPC, AI, and Enterprise IT that reduces clients' OPEX and carbon footprint by up to 50%.

- Achieved successful Series-C funding (\$28M) via strategic partnership with the largest energy companies in Korea and Japan (SK and Eneos). Total investments increased from \$1.2M to >\$45M.
- Increased revenue from \$1M to \$40M/year by launching new go-to-market strategy, rebranding and relaunching the company.
- Brought in major new logos for new, disruptive technology via go-to-market relationships with Dell, Intel and AMD. (i.e., **Citi USA**, **Disney/ESPN USA**, **Ubisoft France**, **Orange France**, **PhonePe India**, **Naver Korea**)

Confidential, *a privately held management consulting firm.*

2015 – 2017

CHIEF REVENUE OFFICER, Houston, TX

Recruited to create strategy and lead rapid diversification and growth

- Delivered 300% growth over three-year horizon with a new strategic plan and upskilling existing business development and marketing organizations.
- Diversified market focus from Upstream O&G to include Manufacturing **Jeld-Wen**, Transportation **BNSF Rail**, Petrochemical/Refinery **Chevron**, and Utilities **Entergy**.
- Overall result was bringing company back to profitability.

Confidential, *Global provider of supply chain solutions backed by X Global Management.*

2011 – 2015

EXECUTIVE VICE PRESIDENT, Global Technology Sector, Houston, TX

Integrated a global go-to-market sales and marketing strategy for the technology sector, representing 25% of X's annual revenues. Led sales, marketing, and product development. Directed 200 employees and \$70M budget.

- Accelerated sales from \$1.8B to \$2.1B by creating new enterprise sales strategy and supporting sales organization across the Americas, EMEA, and Asia-Pacific regions.
- Grew largest client, Microsoft from \$60M/year to \$120M/year by applying proper managed services methodologies and global view of their business.
- Dramatically increased client retention from 80% to >95% by rebuilding client relationships with top 35 accounts, including Apple, HP, Lenovo, Microsoft, Dell, Nokia, Verizon, IBM, and Intel.
- Chaired X's Disabilities Board, focusing on helping people with disabilities reach their full potential. Program led to >20% improvements in safety and employee retention.

Confidential, *a privately held government procurement consulting and program management firm.*

2008 – 2010

EXECUTIVE VICE PRESIDENT, Global Sales, Marketing, and Business Development, Houston, TX

Recruited to develop a five-year plan for growth as company went private in 2008. Led all aspects of business development, sales, marketing, and delivery of client engagements. Directed 16 employees and \$12M budget.

- Increased sales from \$100M to \$112M, with 17% EBITDA by deploying best sales practices, CRM with integrated quote to cash, account planning, and diversification into tangential markets.
- Improved our clients' aggregate government RFP win-rate to 85% while spearheading development of new client contract development services offering.

Confidential, *Global information technology company.*

2005 – 2008

SENIOR VICE PRESIDENT / GENERAL MANAGER, North America, Houston, TX

Created an integrated go-to-market sales, solution and professional services delivery model to turn around North America operations, representing 50% of company's commercial revenues across all commercial industries. Directed 2500 employees and \$2B P&L.

- Increased consultant utilization from 64% to 85% by transforming client business planning and service delivery model.
- Increased sales from \$1.6B to \$2B and turned around a defeated sales organization by developing integrated enterprise strategy across all customer opportunities and product lines.
- Refocused efforts on Top 250 North America clients, to create synergy between operating units and maximize return-on-investment, increasing sales effectiveness 25%.
- Implemented single Client Account Executive strategy for all aspects of the company's products and solutions.
- Delivered \$100M cost savings annually by creating a successful global sourcing initiative. Transitioned from 100% US to 70/30 onshore/offshore ratio.
- Reduced employment costs \$10M annually by restructuring outdated pension model.

Confidential, *Global information technology corporation.*

1996 – 2005

VICE PRESIDENT / GENERAL MANAGER, Americas Public Sector,

Houston, TX, 2002 – 2005

Drove growth of personal and enterprise systems and services among Federal, State and Local government, and Education entities in the US, Latin America, and Canada. Led strategic planning, sales, marketing, outsourcing, customer relationships, and partnership development. Directed 800-employee organization and \$80M budget.

- Improved sales >20%, from \$4.3B to \$5.2B with top performing business unit.
- Propelled \$2B in opportunities across entire product portfolio by creating an integrated Public Sector model which combined direct-to-customer field sales with a channel/reseller agent model. Unit recognized as largest single Enterprise Services pipeline at HP.
- Outsourced State of Texas data center, saving clients \$100M annually.
- Delivered additional \$30M annual savings by relocating Houston call center to Colorado.
- Generated \$16M annual cost savings at merger which unfortunately affected 200 employees.

VICE PRESIDENT, Government, Education, Medical Markets,

Houston, TX, 1999 – 2001

Promoted to replicate success from government and medical markets across the education market. Led sales, fulfillment, marketing strategy and communications, reseller agreements, product, pricing, and contract management. Directed 350 employees and \$50M operating budget.

- Grew sales 30% CAGR, from \$500M to \$2B by developing targeted strategies to expand market penetration. Consistently recognized as company's fastest growing business unit.
 - Negotiated contracts totaling \$45M with three of the five largest supercomputers, including Pittsburgh Supercomputing Center and Los Alamos Supercomputers to position company as thought leader in industry.
 - Grew reseller program from \$200M to \$1B, representing 50% of total revenue.
 - Integrated dispersed/disparate resources and cultures following X's acquisitions of X and X. Built high performing sales organization focused on one goal, successfully capturing #1 market share position.
 - Established leading market and company advisory panels and symposiums, adopted as standard for other company and competitor customer forums.
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- Selected to serve on company's Executive Board for Diversity and Mentoring. Received the "Going the Extra Mile" award for leading the company's Accessibility Program and Section 508 efforts.

DIRECTOR | MARKETING MANAGER, Government, Medical Markets, Houston, TX, 1996 – 1998
 Recruited to create go-to-market strategy and value proposition for direct sales program. Led direct, indirect, and call center sales, marketing and communications, reseller programs, and sales training and development. Directed 16 employees and \$2M operating budget.

- Increased sales from zero to \$500M in two years by launched X's first direct sales program.
- Created a market changing reseller agent program with state/local government entities, driving double-digit growth year-over-year, and building sales from start-up to \$500M.
- Designed and implemented a reseller incentive program, adding \$80M incremental revenue in first year.

IBM, a global technology and consulting corporation.

1987 – 1996

MANAGER, PCCO General Business Sales Programs, Dallas, TX, Chicago, IL, Raleigh, NC

Joined IBM as sales representative to drive growth in the small/medium size market. Promoted to Manager to develop and implement sales programs and campaigns, focused on IBM business partnerships. Directed 20 employees and \$3M budget.

- Contributed \$580M revenue growth by exceeding all revenue targets, and increasing customer satisfaction and retention at PC Direct.
- Received several Golden Circle awards for top 1% of sales force and 100% Club Awards for sales excellence.
- Designed and launched IBM's first Business Partner Lead Referral Program, Mail Order Alliance Program, and VAR Alliance Program.

Education

BBA, The University of North Texas, Denton, TX
Global Executive Leadership Development, Olin Graduate School of Business, Babson College
Executive Education, Darden Graduate School of Business, University of Virginia
Theta Delta Chi Fraternity

Professional Affiliations

Association Professional Project Management, 2006 – Present
 Direct Marketing Association, 1996 – Present
 Board of Directors, Edmin.com, 2001 – 2005

Professional working proficiency in French